

**AARC Webinar – June 27, 2012**

**11:30am - 12:30pm (Eastern)**

**Synopsis:** Does your community understand the economic value of attracting newcomers? Retirees? Do you want to learn how one small city spends \$55,000 per year and attracts \$27,140,000 in annual economic impact? Hear from Jeff Fleming, Assistant City Manager for Development in Kingsport, Tennessee (Population = 50,000 (City), 156,000 (County) and 310,000 (MSA). Kingsport is located on the Tennessee-Virginia border at I-81/I-26 one hour from Asheville, NC, 1 ½ hours from Knoxville/Smoky Mountains, and 2 ½ hours from Virginia Tech

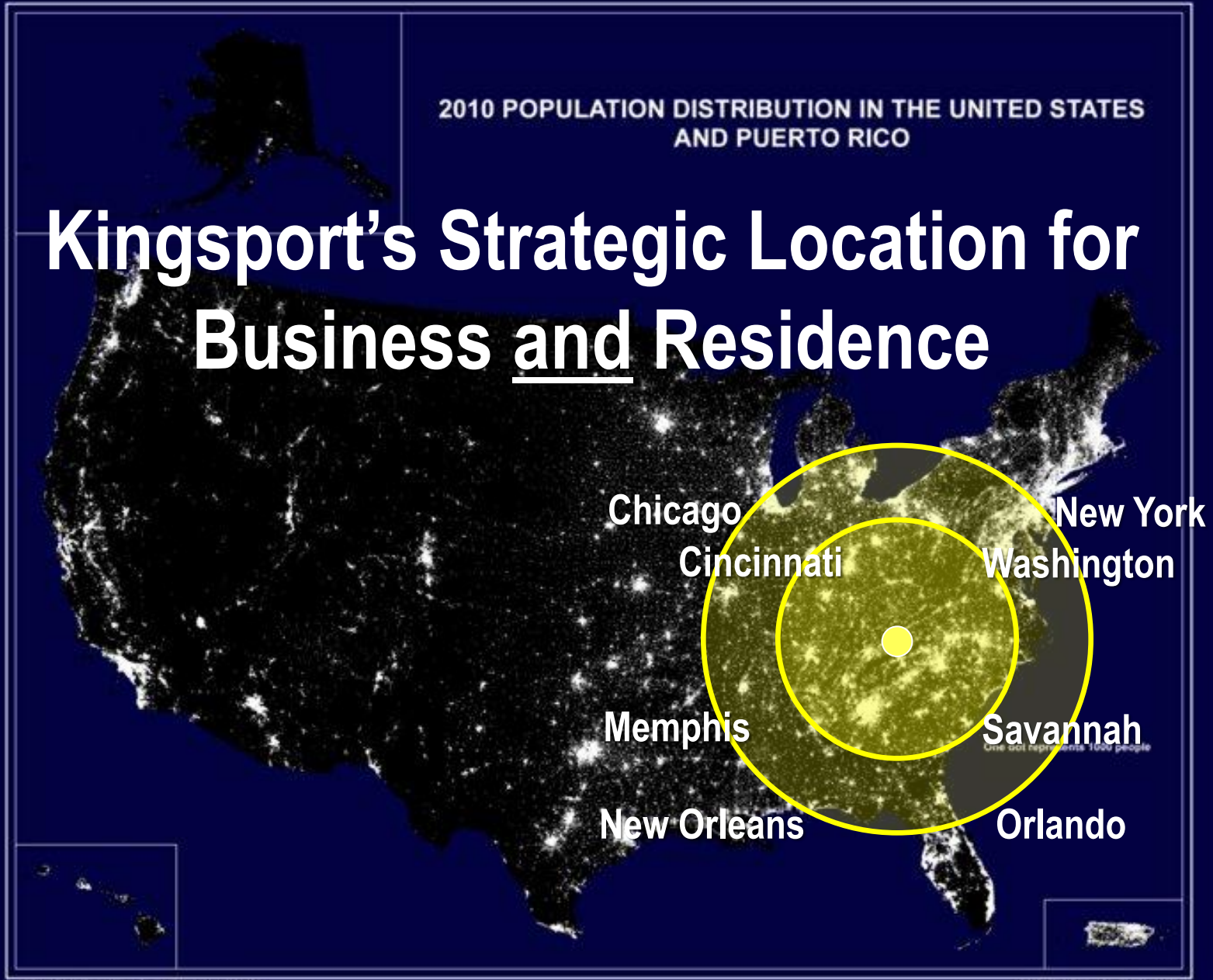


**Jeff Fleming, AICP**  
Assistant City Manager for Development  
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[www.facebook.com/jeff.fleming.kingsport](http://www.facebook.com/jeff.fleming.kingsport)

2010 POPULATION DISTRIBUTION IN THE UNITED STATES  
AND PUERTO RICO

# Kingsport's Strategic Location for Business and Residence





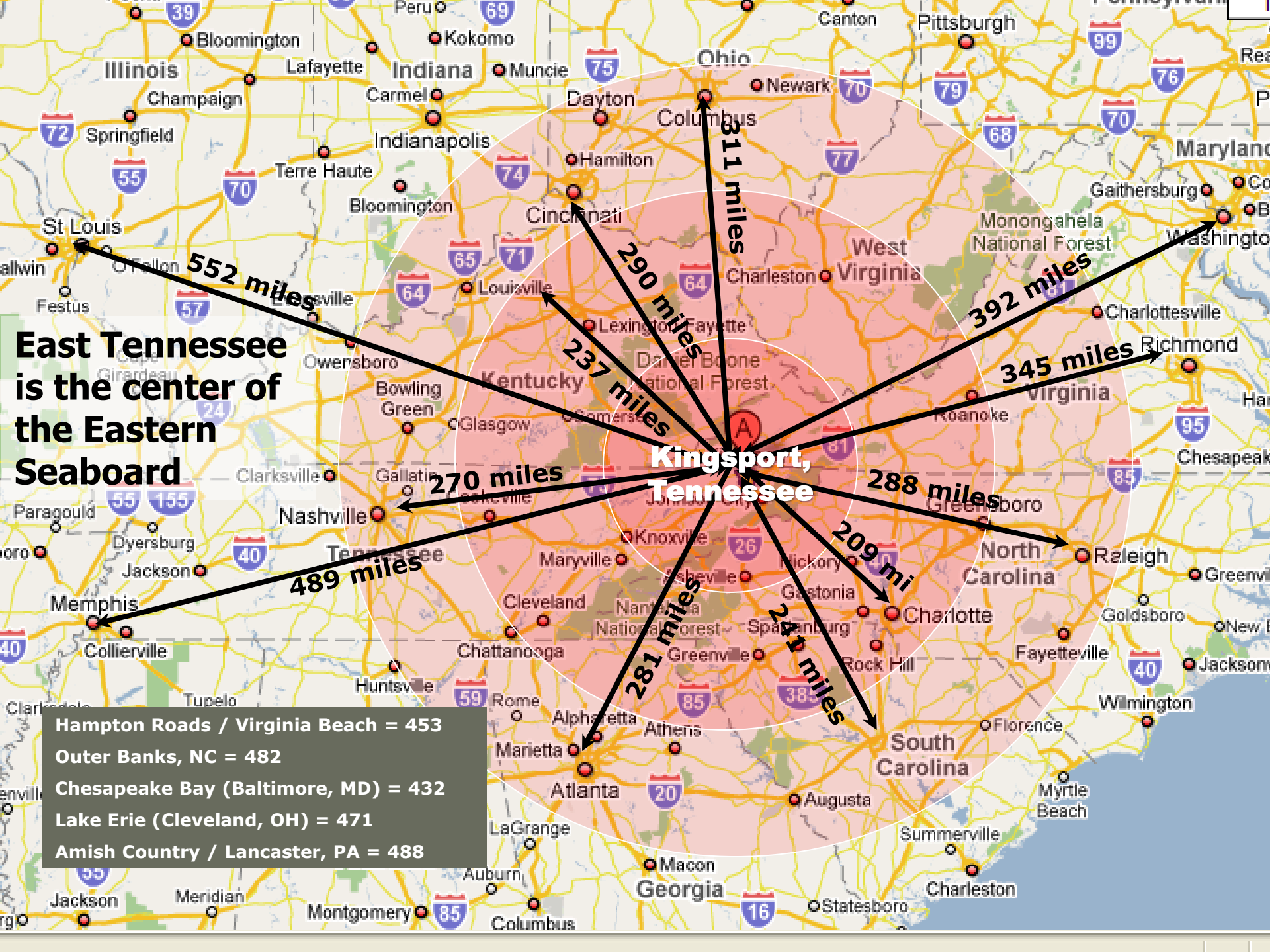
# What if there were a place...

- ▶ Where the hottest summer days were like Minneapolis, but the winter snowfall was 34 inches less?
- ▶ Where the annual high and low temperatures were like San Francisco (minus the faultline)?
- ▶ Where the average winter days were like Atlanta, but the summers had 35 fewer sweltering 90+ degree days?
- ▶ Where the number of 90+ degree days were half that of Denver (and the winters had 45 fewer inches of snowfall)?
- ▶ Where lush green vegetation was naturally maintained by rainfall amounts comparable to the Pacific Northwest?
- ▶ Where nature's beauty unfolded in four balanced seasons?
- ▶ And what if that place's natural watershed scored a perfect 100?
- ▶ And what if that place were equidistant from every major metropolitan market in the eastern United States?
- ▶ Oh, and did I mention it is consistently one of the most affordable places to live?
- ▶ Mix in some of the nicest, most accommodating people in the world...

*And you have Kingsport, Tennessee ... it very well could be your perfect place!*

# East Tennessee is the center of the Eastern Seaboard

Hampton Roads / Virginia Beach = 453  
Outer Banks, NC = 482  
Chesapeake Bay (Baltimore, MD) = 432  
Lake Erie (Cleveland, OH) = 471  
Amish Country / Lancaster, PA = 488





# Kingsport

is the largest city in  
Tennessee's  
5<sup>th</sup> Largest Metro



Nashville-Murfreesboro-Franklin, TN	1,593,050
Memphis, TN-MS-AR	1,316,579
Knoxville, TN	699,180
Chattanooga, TN-GA	530,205
<b>Kingsport, TN-VA</b>	<b>310,695</b>
Clarksville, TN-KY	274,695
<b>Johnson City, TN</b>	<b>198,974</b>
Morristown, TN	136,787
Cleveland, TN	115,716
Jackson, TN	114,241
Cookeville, TN	105,761
Tullahoma, TN	100,447
Sevierville-Pigeon Forge-Gatlinburg, TN	90,072

Census Bureau, Metropolitan Statistical Area: 2010 ACS 1-year

Knoxville, TN	699,180
Greenville, SC	638,576
Chattanooga, TN-GA	530,205
Asheville, NC	422,752
<b>Kingsport, TN-VA</b>	<b>310,695</b>
Roanoke, VA	308,893
Charleston, WV	304,571
Spartanburg, SC	284,713
Charlottesville, VA	199,776
<b>Johnson City, TN</b>	<b>198,974</b>
Anderson (Clemson) , SC	187,269
Blacksburg (Virginia Tech)	161,768

Census Bureau, Metropolitan Statistical Area: 2010 ACS 1-year

**Kingsport is...**  
**the largest city in the**  
**5<sup>th</sup> Largest Metro in**  
**America's**  
**Mountain South**





# **Kingsport's settlement pre-dates the State of Tennessee by 35 years**

1761 - British Fort Robinson (later taken by U.S. and renamed Fort Patrick Henry)

1779 - Sullivan County, NC (later TN) formally established

1784-1789 The Lost State of Franklin

1796 - Tennessee statehood from North Carolina

1822 - "Old" Kingsport incorporated

1861-1865 - American Civil War

1917 - "New" Kingsport incorporated (nearly 100 years after "Old" Kingsport)

1967 - "Old" Kingsport annexed into "New" Kingsport

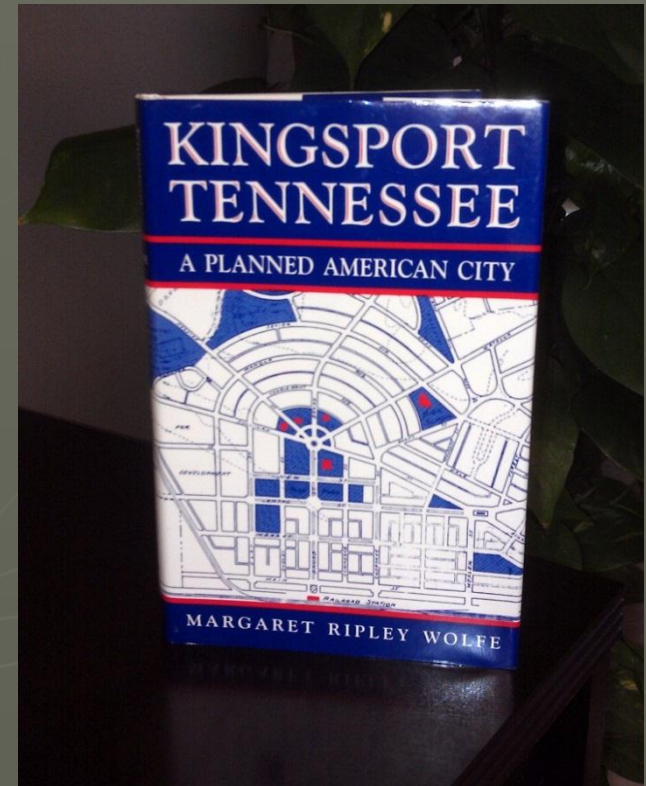
## Kingsport, Tennessee: A Planned American City (1987)

*"Plan to 'boom a town at Kingsport' "*

Johnson City Comet  
August 17, 1905

*"This would mean that Kingsport is to arise from a small country town, located at the intersection of the North and South forks of the Holston River, to become one of the most important manufacturing and business towns in the state of Tennessee"*

Johnson City Comet  
August 24, 1905

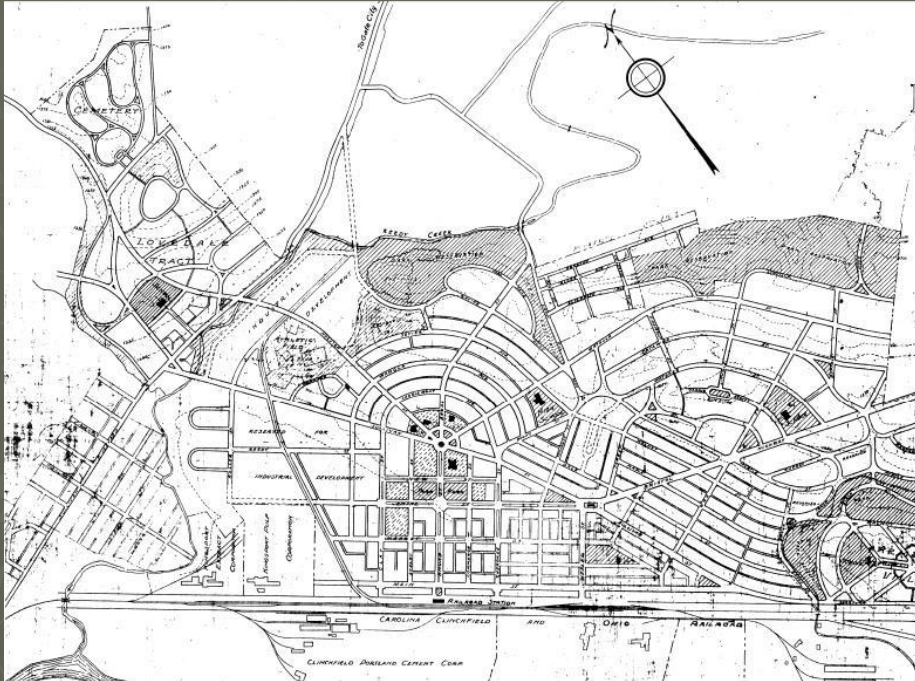




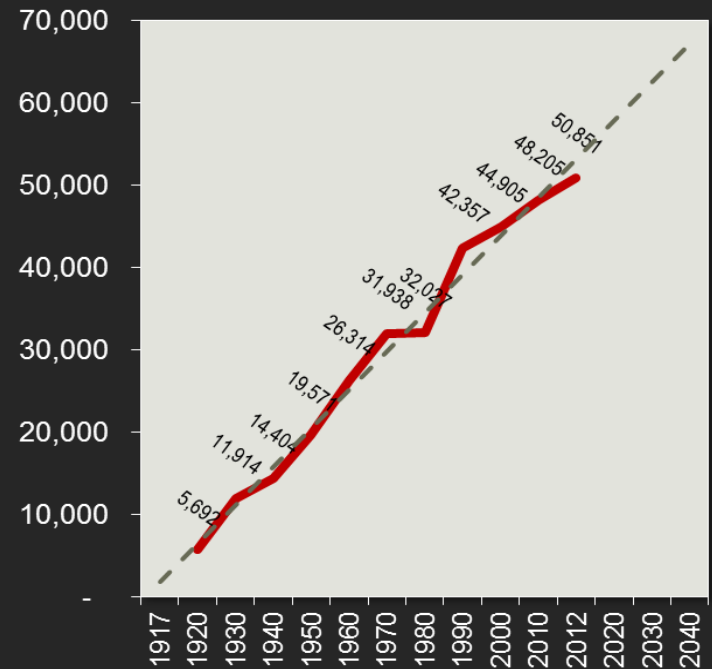
# "The Kingsport Spirit"

"Were I to undertake to define the spirit underlying every step in the growth of Kingsport, from the days of its humblest beginning until now, I could not avoid the assertion that the spirit...is one of mutual helpfulness and a willingness to submerge selfish interest..."

~ J. Fred Johnson, 1937



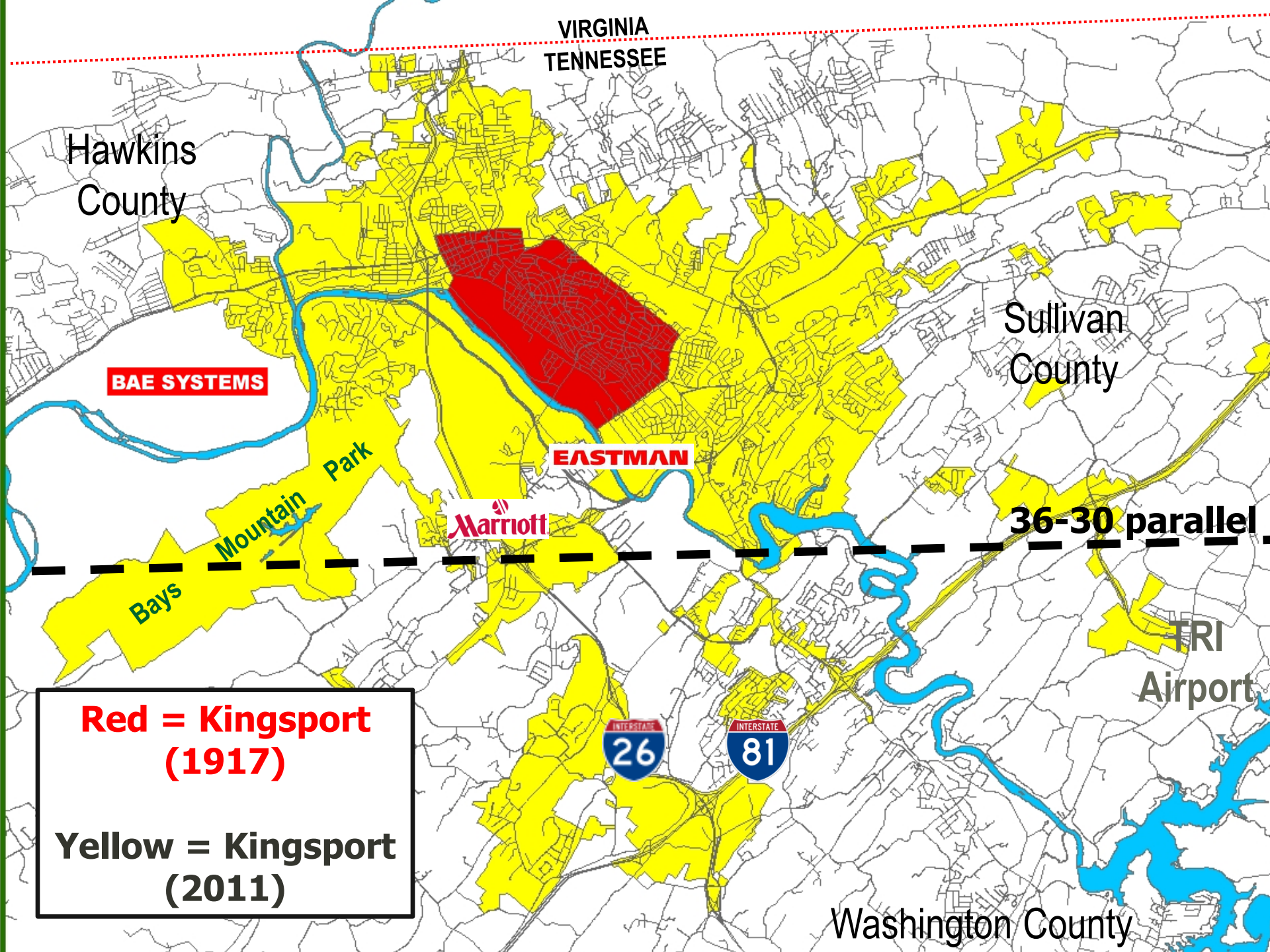
## City of Kingsport, Tennessee Incorporated Population



## GENERAL MAP of KINGSPORT TENNESSEE

COMPILED IN THE OFFICE OF  
JOHN NOLEN CITY PLANNER  
HARVARD SQ. CAMBRIDGE MASS.  
1919

To Bristol



VIRGINIA  
TENNESSEE

Hawkins  
County

BAE SYSTEMS

Sullivan  
County

EASTMAN

Marriott

36-30 parallel

TRI  
Airport

Red = Kingsport  
(1917)

Yellow = Kingsport  
(2011)

Washington County



# Where We Were

## The 1999 Economic Summit

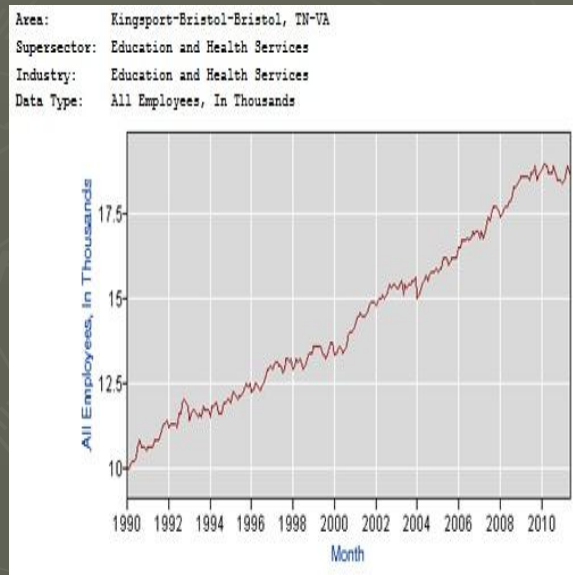
### *Economy in Transition*

Transitioned from 'working hard' to  
'working smart'

Higher Ed = Hired

2010 Employees By Occupation	Count	
"White Collar" Employees	32,038	53.4%
Administrative Support Workers	9,705	16.2%
Executive Managers & Administrators	6,146	10.3%
Professional Specialty Occupations	7,547	12.6%
"Blue Collar" Employees	27,914	46.6%
Other Services Site Based	8,398	14.0%
Precision Craft & Repair	6,189	10.3%

## EDUCATION & HEALTHCARE JOBS



## MANUFACTURING JOBS



# Six Major Non-Traditional Economic Development Initiatives

## • **Higher Education** (Educate & Grow)

- Recruit people (educated with income)
  - Retail amenities
  - Accessibility (airport)
  - Quality of life amenities
  - Commitment to education
- Small business & entrepreneurs
- Leisure/hospitality/sports tourism
- Redevelopment / Sustainability
- Public arts, sculpture, music, cultural amenities



Church Circle





# Kingsport Academic Village brings 2,100 students downtown

Then and Now	1999 Summit	2010 ACS 5-Yr
College degree or higher	18%	32%
Median age	42.3	43.7
Over 65	21%	20%
Median Family Income	\$30,279	\$51,826

## Harvard recognizes city's efforts to spur education

Most residents already consider Kingsport a special place. All the same, it's gratifying that the city has been identified by Harvard University as creating some of the most innovative education initiatives in the nation.

This week in Washington, D.C., the Ash Institute for Democratic Governance and Innovation at the John F. Kennedy School of Government, Harvard University honored Kingsport as one of only six winners of the 2010 Innovations in American Government Awards.

The prestigious award is a recognition from one of the top universities in the nation of Kingsport's years of work in promoting and advancing higher education — from the Educate and Grow program, to the newly opened Kingsport Center for Higher Education, to the idea of creating an Academic Village in downtown Kingsport.

As Mayor Dennis Phillips noted, the incredible accomplishment will "draw attention to not only Kingsport, but

## TENNESSEE News

Price 75 Cents



94th Year, Number 271

## Haslam says 'Educate and Grow' could go statewide

■ 'Educate and Grow' scholarship program allows every high school graduate who



HASLAM

standards to attend four

The program, funded by city and county taxpayers, allows every high school graduate who meets entrance requirements and minimum academic standards to attend four

## Education a family affair for Church Hill foursome

■ 'As long as you're willing to learn, you will learn here.'

— Troy Christian

By RICK WAGNER  
rwagner@timesnews.net

KINGSPORT — When it comes to the Kingsport Center for Higher Education, the Christian family of Church Hill is keeping it all in the family.

Dad Troy Christian, mom Teresa,



and professors and among students.

"They're really here to help us learn," Teresa said of the professors, including her anatomy professor, whom she talked with as he came through a hall at the center during the family's recent interview. "You're about get to know everybody in your classroom by the end of the semester on a personal level."

Of the Christians:

• Troy has worked at Domtar for about four years. About three years

# Six Major Non-Traditional Economic Development Initiatives

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- Leisure/hospitality/sports tourism
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- Public arts, sculpture, music, cultural amenities



Church Circle



More than 75% of workforce in establishments with <9 employees



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2010	Count	%
1-4 Employees	1,381	56.4%
5-9 Employees	472	19.3%
10-19 Employees	290	11.8%
20-49 Employees	181	7.4%
50-99 Employees	75	3.1%
100-249 Employees	36	1.5%
250-499 Employees	8	0.3%
500-999 Employees	3	0.1%
1,000+ Employees	4	0.2%



[CNNMoney.com](#) > [Small Business](#) > [Best Places to Launch](#)

## BEST PLACES TO LAUNCH

The best metro areas for small business startups

2009 ▾

Full List

Near You

Find Loans

Business Climate

Costs

Fastest small business growth

Educated workers

Low crime

High income

Growing economy

### Fastest small business growth

In these metro areas, the number of small businesses -- companies with fewer than 50 employees -- grew fast from 2004-2007.

FASTEST GROWTH

SLOWEST GROWTH

Rank	Metro area	Small business growth rate	# of small businesses (1-49 employees)
1	Kingsport, TN	43.7%	6,087
2	St. George, UT	29.8%	4,224
3	Provo, UT	23.0%	10,525
4	Bend, OR	22.6%	6,554
5	Palm Coast, FL	22.4%	1,888

### Best Places Winners


 Show: [All 50](#) [Top Large Places](#) [Top Midsize](#) [Top Small](#)

### Top 25 Lists

[Small business growth](#)
[College-educated workers](#)


### Find your law

Do you prefer a place is:

The factors that matter most to me are:

☐ Affordable wage

☐ Educated workers

☐ Low crime

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- Public arts, sculpture, music, cultural amenities



Church Circle



**I-26 Gateway**  
Leisure, Hospitality, Professional, Medical



**\$127,645,200 in  
spin-off private  
taxable investments**

(1998-2011 Sullivan Co Public Tax Records)



**The 1 year increase from 2008-2009 (\$22,576,400)  
was greater than the total property value in 1998**





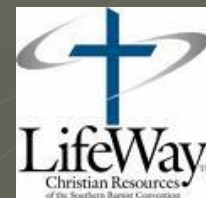
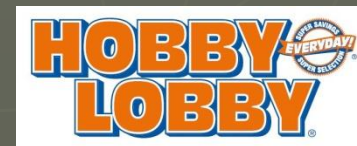
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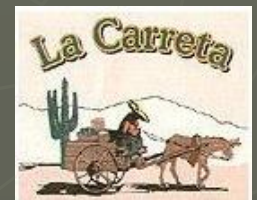
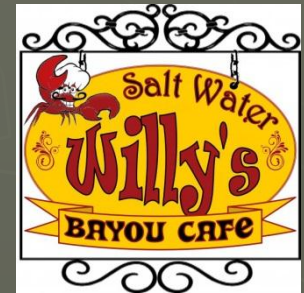
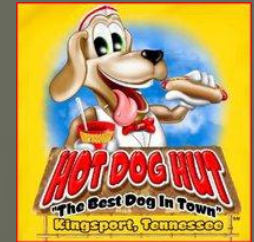
Broad Street Redevelopment  
Concept Plan 2001

Since 2005, all of these  
have located on a  
**redeveloped** site





**Kingsport has the largest concentration of thriving locally-owned restaurants whose sales and popularity only seem to grow as each national franchise opens**



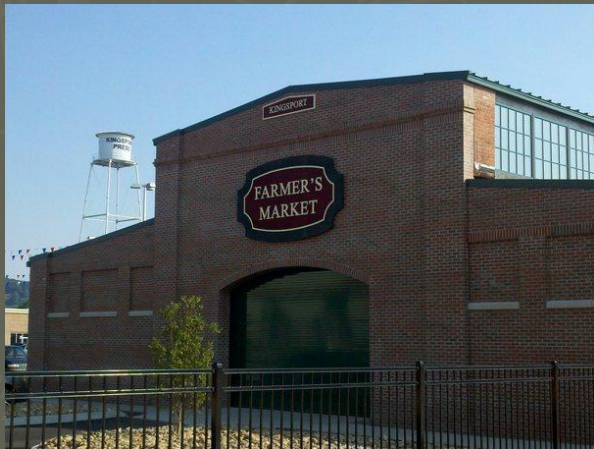


# Downtown Kingsport Renaissance

\$114.9 million appraised value

\$41.7 million in private taxable  
investment (1998-2011)

Excluding public/semi-public  
non-taxable investment (an  
additional \$129,000,000)



# Six Major Non-Traditional Economic Development Initiatives

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Church Circle





OFFICIAL RELOCATION GUIDE

THE FACTS

CAREERS

FAMILIES

HOMES

ACTIVITIES

What Are You Looking For?

SEARCH

[CONTACT US](#) - or - Call 423-392-



MEET OUR NEIGHBORS - Select an image and we'll introduce you to some of those who call Kingsport their new home.

2008 Best Walking City

- Walk Magazine



**A community like no other  
... and we'll prove it!**

Sign the Guestbook and we'll get started to help you [FIND A JOB](#), [FIND A HOME](#) and discover a new life in Tennessee's bright spot.

**Get Started Now**



## Tennessee's Bright Spot

Offering a dynamic combination of pristine beauty and cutting-edge technology, the city of Kingsport is a beacon of hospitality in an

## Kingsport Just For You...

Select a preference below for custom information related to your interests in our community. It's Kingsport just for you...

## Top Destinations - Must See

### Ride The Bus!

It's almost as good as being there yourself. Ride the Downtown Kingsport Tour Bus with Chad



*You've got  
Connections!*

[Home](#) [About TRI](#) [Booking](#) [Airline Info](#) [Ground Transportation](#) [Passenger Services](#) [Security](#) [Contact](#)

## ***Tri-Cities Regional Airport***



***a world-class airport - right here at home***

## **Summer 2012**

### **ROUNDRIP**

New York \$260	Chicago \$340
Miami or Ft Lauderdale \$260	Denver \$350
Tampa \$270	Providence \$390
Houston \$280	Minneapolis \$410
Orlando \$290	Seattle \$450
Dallas \$310	Santa Ana \$470

**Direct flights to  
4 Cities:**

**Atlanta  
Charlotte  
Orlando  
St. Pete/Clearwater**

**Closest Neighboring Airports:  
Asheville (90 miles)  
Knoxville (112 miles)**



# Variety of Housing Choices

updated April 25, 2012



1008 Wandering Dr (3672 sf)  
Built: 1997, 5 BR 5 BA  
\$349,900 (\$3,167 taxes/year)



1216 Tuscany Way (1928 sf)  
Built: 2011, 3 BR 3 BA  
\$254,900 (\$2,307 taxes/year)



1021 South Page Place (2983 sf)  
Built: 1993, 4 BR 3 BA  
\$339,900 (\$3,069 taxes/year)



2057 Falling Leaf Drive (3156 sf)  
Built: 2011, 4 BR 3 BA  
\$264,900 (\$2,398 taxes/year)

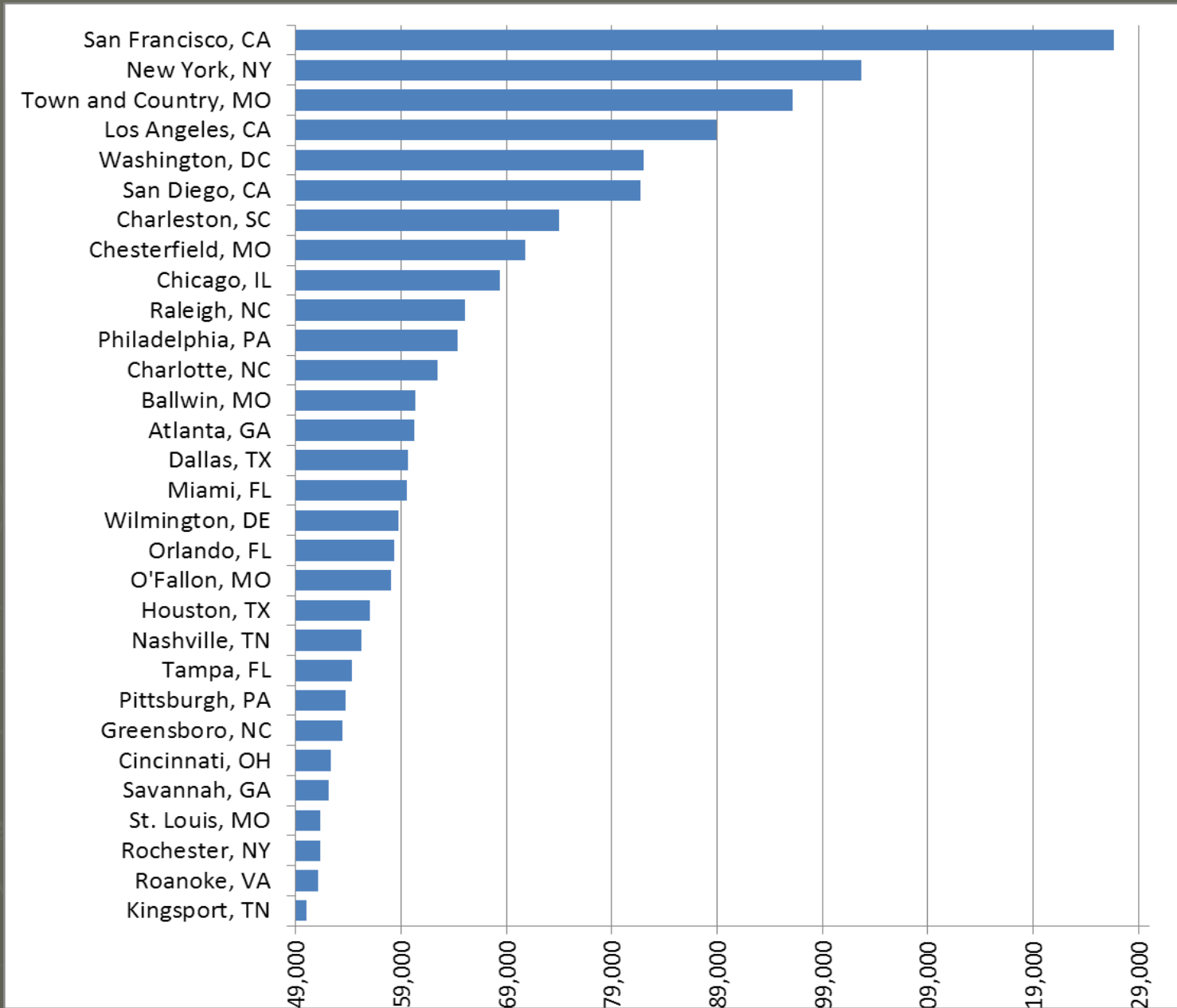


4236 Anchor Pointe Dr (3648 sf)  
Built: 2003, 4 BR 4 BA  
\$339,000 (\$3,069 taxes/year)



2911 Royal Mile Divide (3193 sf)  
Built: 2011, 4 BR 3 BA  
\$264,900 (\$2,398 taxes/year)

# Equivalent Cost of Living for \$50,000 (bestplaces.net/col)







## 8<sup>th</sup> Best Place for Starting Over June 2011

- ▶ The Tri-Cities region of northeastern Tennessee and southwestern Virginia, in the Blue Ridge Mountains, was the birthplace of the country's earliest country-music recordings.
- ▶ **Kingsport also is making some bold moves to boost its economic fortunes by harnessing the education of its residents.** The city won accolades from both the National League of Cities and Harvard University for its city scholarship program.

# Employer Profile

NO. 55

## Eastman Chemical Co.

Kingsport, Tenn. [South Atlantic]

<http://www.eastman.com>

<http://www.eastman.com/Company/Careers/>

### Why You Want to Work There

The newest employees at this chemical firm in Kingsport, Tenn., go through a formal yet flexible onboarding program. The employee's entire workgroup is involved, and the new hire is also paired with a mentor. As part of the development process, employees can work in various areas of the organization to build their experience, and interested employees are also given opportunities outside of IT, in areas such as manufacturing, to enhance their skills. An IT Development Club gives newer employees a better understanding of the organization, helps them identify career opportunities and network with others to develop business relationships. The club hosts informational speakers – usually top IT leaders – and social events where employees can enjoy activities such as bowling or hiking. **Fluid schedules** Flexible or alternate work arrangements include standard workweeks compressed into fewer than five eight-hour days. Many employees choose to work four nine-hour days and one four-hour day. The company also caters to diverse interests through clubs such as the Eastman Professional Development Club, International Club and various recreation clubs. An annual merit review process awards pay increases based on individual performance and an employee/team recognition directly links rewards and recognition to short-term employee contributions to business objectives.

Rank by company size

Medium, No. 15

### EMPLOYEE STATISTICS

Total employees

8,633

Total IT employees

320



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### **Waconia, Minnesota**

Only 30 minutes west of the Twin Cities, and it boasts an outdoor playground of natural beauty...plus a community indoor water park. The town is an especially friendly place to build a primary care practice in or near Minneapolis/St. Paul, then come home to this cozy settlement of 9,000 on the shores of Lake Waconia.



# **Medical. Economics®**

**SMARTER BUSINESS. BETTER PATIENT CARE.**

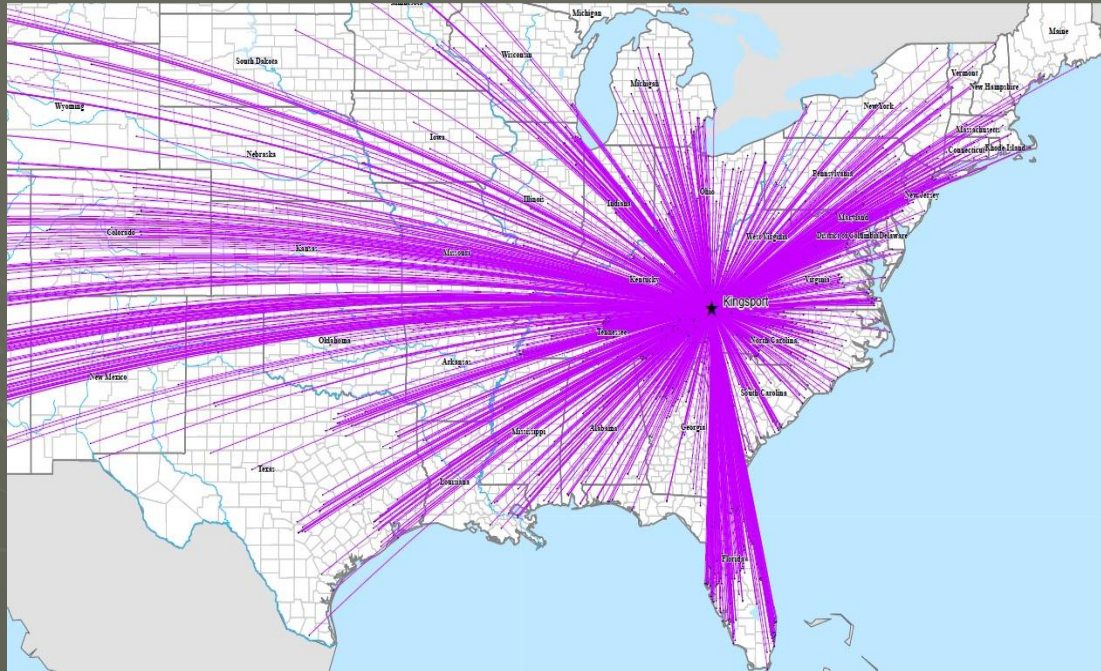


### **Kingsport, Tennessee**

Recently named one of the best cities to practice medicine in America by

Medical Economics Magazine.

2,608 families from 49 states  
& DC moved to Kingsport

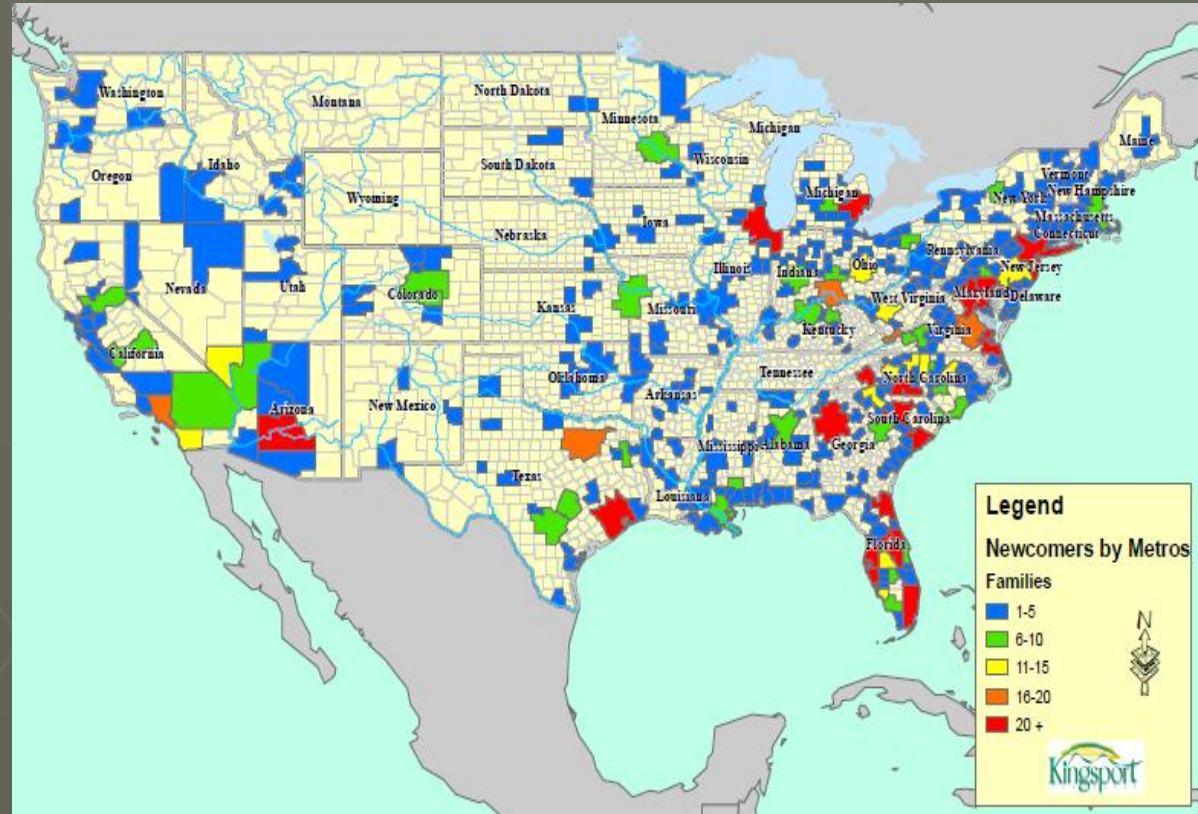


1	VIRGINIA
2	FLORIDA
3	NORTH CAROLINA
4	GEORGIA
5	SOUTH CAROLINA
6	KENTUCKY
7	TEXAS
8	OHIO
9	CALIFORNIA
10	MICHIGAN
11	NEW YORK
12	MARYLAND
13	PENNSYLVANIA
14	ALABAMA
15	ILLINOIS
16	MISSISSIPPI
17	ARIZONA
18	INDIANA
19	WEST VIRGINIA
20	NEW JERSEY



# Top Metros Moving to Kingsport FY06-FY12

1	Tampa Bay, FL
2	Washington, DC-VA-MD-WV
3	Atlanta, GA
4	Miami-Ft Lauderdale, FL
5	New York-Northern NJ
6	Asheville, NC
7	Charlotte, NC-SC
8	Orlando, FL
9	Va Beach-Norfolk, VA-NC
10	Deltona-Daytona, FL
11	Detroit, MI
12	Chicago, IL-IN-WI
13	Houston, TX
14	Baltimore, MD
15	Charleston, SC
16	Phoenix, AZ
17	Jacksonville, FL
18	Sarasota-Bradenton, FL
19	Columbia, SC
20	Dallas-Fort Worth, TX
21	Cincinnati, OH-KY-IN



# Buxton analysis of in-migrants to Kingsport

## Primary: "Stable Careers"

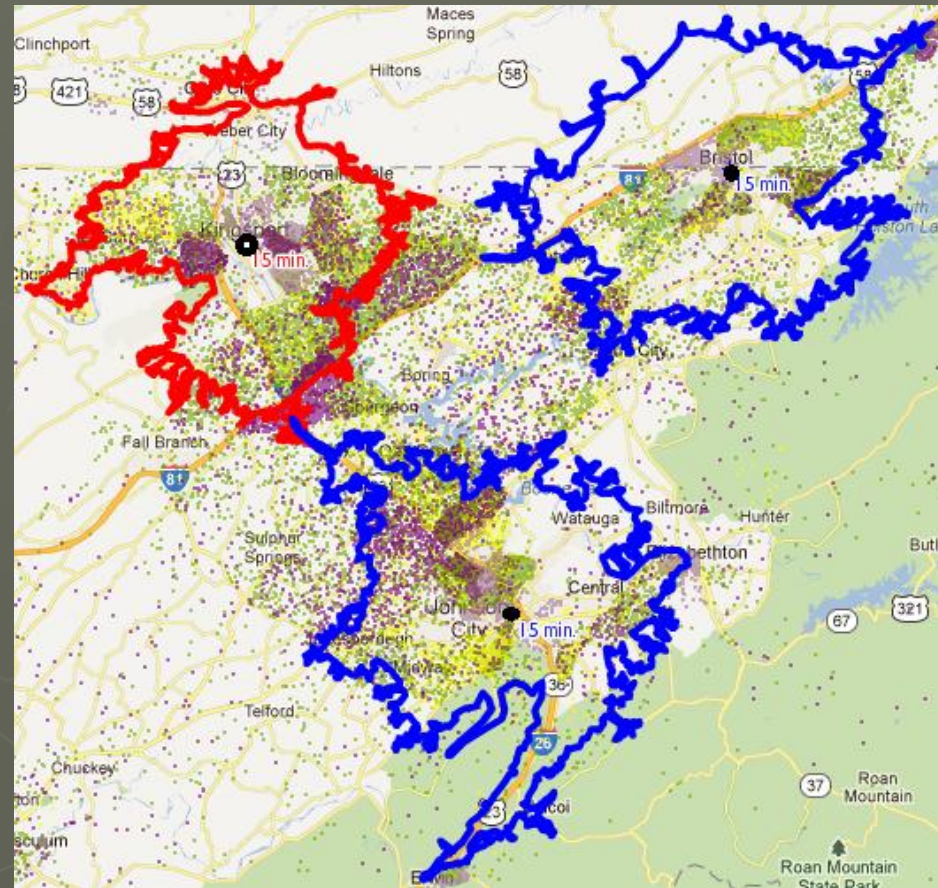
Young and ethnically diverse singles living comfortable lifestyles.

## Secondary: "Steadfast Conservatives"

Mature singles and couples living in middle-class urban neighborhoods.

## Tertiary: "Urban Commuter Families"

Upscale, college educated boomer families and couples living in comfortable, single detached homes in city neighborhoods.





# Buxton analysis of in-migrants

In-migrants from >35 miles away are more likely to be younger, higher income, and live in higher-end housing.

## Demographic

- 84% more likely to have children 0-6
- 60% more likely to have a head of household 35-54



## Income

- 263% more likely to have an income \$150,000-\$199,999
- 222% more likely to have an income \$200,000+

## Housing

- 171% more likely to live in a home valued \$300,000-\$349,999
- 275% more likely to live in a home valued \$400,000+



# 5-Year House Price Appreciation

Source: FHFA.gov 1<sup>st</sup> Quarter 2012 (released May 23, 2012)

**+0.49% Kingsport-Bristol, TN-VA**

-0.18% Lexington, KY

-1.14% Greenville-Mauldin-Easley, SC

-2.79% Knoxville, TN

-3.57% Spartanburg, SC

-3.92% Columbia, SC

-3.92% Raleigh-Cary, NC

-4.29% Chattanooga, TN

-4.78% Nashville-Murfreesboro-Franklin, TN

-6.95% Roanoke, VA

-8.60% Asheville, NC

-8.90% Charlotte-Gastonia-Rock Hill, NC-SC

-17.29% Charleston-North Charleston, SC

-21.70% Washington, DC-VA-MD-WV

-31.50% Atlanta-Sandy Springs-Marietta, GA

-39.77% Tampa-St Petersburg-Clearwater, FL

-21.93% Chicago-Joliet-Naperville, IL

-60.04% Las Vegas-Paradise, NV



## 7.2% = Kingsport-Bristol, TN-VA

7.3% = Johnson City, TN

7.5% = State of Missouri

7.5% = Asheville, NC

7.7% = Greenville-Mauldin-Easley, SC

9.2% = Spartanburg, SC

7.9% = Columbia, SC

7.8% = Charleston-North Charleston, SC

8.2% = State of Tennessee

8.3% = St. Louis, MO-IL

8.4% = Savannah, GA

8.8% = Memphis, TN

9.3% = Chicago, IL

9.5% = Jacksonville, FL

10.5% = Deltona-Daytona, FL

9.7% = Orlando-Kissimmee-Sanford, FL

10.3% = Tampa-St. Pete-Clearwater, FL

# Jobs

updated December 2011

## Quick Summary of Unemployment Rate:

Sullivan County	7.1%
Kingsport-Bristol, TN-VA MSA	7.2%
Johnson City-Kingsport-Bristol, TN-VA CSA	7.3%
Hawkins County	7.5%
United States	8.2%
State of Tennessee	8.4%

CITY OF KINGSPORT	2006	2010	2011
Unemployment Rate	6.0%	8.8%	7.9%
<b>Population</b>	<b>44,758</b>	<b>48,205</b>	<b>50,851</b>
Labor Force	19,050	19,430	19,650
<b>Employed</b>	<b>17,910</b>	<b>17,730</b>	<b>18,100</b>
Unemployed	1,150	1,710	1,550

<b>Employment in Kingsport, TN-VA MSA</b>	<b>January 1990</b>	<b>% of All Jobs</b>	<b>December 2011</b>	<b>% of All Jobs</b>	<b>Change (Jan 1990- Dec 2011)</b>	<b>% Change 1990-2011</b>
<b>Education and Health Services</b>	<b>10,000</b>	<b>9.43%</b>	<b>19,200</b>	<b>16.07%</b>	<b>9,200</b>	<b>6.63%</b>
<b>Leisure and Hospitality</b>	<b>6,500</b>	<b>6.13%</b>	<b>11,600</b>	<b>9.71%</b>	<b>5,100</b>	<b>3.58%</b>
<b>Mining, Logging, Construction</b>	<b>3,100</b>	<b>2.92%</b>	<b>6,900</b>	<b>5.77%</b>	<b>3,800</b>	<b>2.85%</b>
<b>Professional and Business Services</b>	<b>6,200</b>	<b>5.85%</b>	<b>8,900</b>	<b>7.45%</b>	<b>2,700</b>	<b>1.60%</b>
<b>Government</b>	<b>12,600</b>	<b>11.89%</b>	<b>16,200</b>	<b>13.56%</b>	<b>3,600</b>	<b>1.67%</b>
<b>Financial</b>	<b>3,100</b>	<b>2.92%</b>	<b>4,500</b>	<b>3.77%</b>	<b>1,400</b>	<b>0.84%</b>
<b>Other Services</b>	<b>3,400</b>	<b>3.21%</b>	<b>4,300</b>	<b>3.60%</b>	<b>900</b>	<b>0.39%</b>
<b>Information</b>	<b>1,900</b>	<b>1.79%</b>	<b>2,300</b>	<b>1.92%</b>	<b>400</b>	<b>0.13%</b>
<b>Trade, Transportation and Utilities</b>	<b>22,900</b>	<b>21.60%</b>	<b>24,700</b>	<b>20.67%</b>	<b>1,800</b>	<b>-0.93%</b>
<b>Manufacturing</b>	<b>36,300</b>	<b>34.25%</b>	<b>20,900</b>	<b>17.49%</b>	<b>-15,400</b>	<b>-16.76%</b>
<b>TOTAL</b>	<b>106,000</b>	<b>100.00%</b>	<b>119,500</b>	<b>100.00%</b>	<b>13,500</b>	<b>← Net Gain</b>



MORE VALUE, LOWER COST	Kingsport, TN	O'Fallon, MO	Chesterfield, MO	Ballwin, MO	St. Louis, MO
Kingsport, TN		-13.9%	-29.4%	-17.1%	-2.7%
Bristol, VA-TN	0.4%	-13.7%	-29.2%	-16.8%	-2.3%
Blountville, TN	1.1%	-13.0%	-28.6%	-16.2%	-1.6%
Johnson City, TN	1.8%	-12.4%	-28.1%	-15.6%	-0.9%
Jonesborough, TN	4.7%	-9.9%	-26.1%	-13.2%	1.9%
Abingdon, VA	7.6%	-7.4%	-24.0%	-10.8%	4.8%

[www.bestplaces.net](http://www.bestplaces.net)

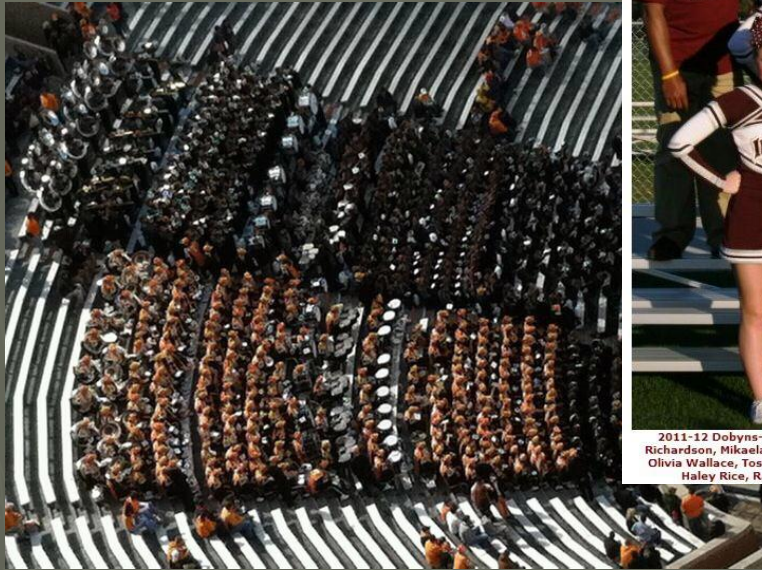
HEALTH	Kingsport	O'Fallon	Chesterfield	Ballwin	St. Louis
Air Quality (100=best)	46.3	20.3	12.4	12.4	13
Water Quality (100=best)	94	40	60	59	20
Superfund Sites (100=best)	97	40	10	10	10
Physicians per 100,000	353	108	388	388	287

EDUCATION					
School Expend.	\$5,179	\$4,097	\$5,109	\$5,316	\$4,902
Pupil/Teacher Ratio	15.8	17.5	16.8	15.5	16.4
Students per Librarian	610	751	595	604	560
Students per Counselor	369	417	291	330	362

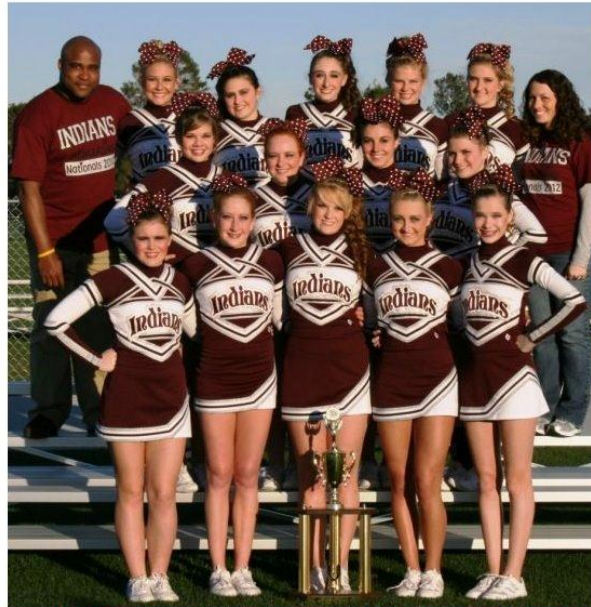
COMMUTE TIME TO WORK					
Commute Less Than 15 min.	46.79%	22.62%	25.17%	20.62%	24.34%
Commute 15 to 29 min.	35.83%	34.27%	39.32%	34.64%	42.50%
Commute 30 to 44 min.	12.59%	28.69%	27.46%	29.84%	21.11%
Commute 45 to 59 min.	2.47%	10.18%	6.08%	10.35%	5.43%
Commute greater than 60 min.	2.32%	4.24%	1.96%	4.55%	6.61%

# Schools: One of our community's greatest assets

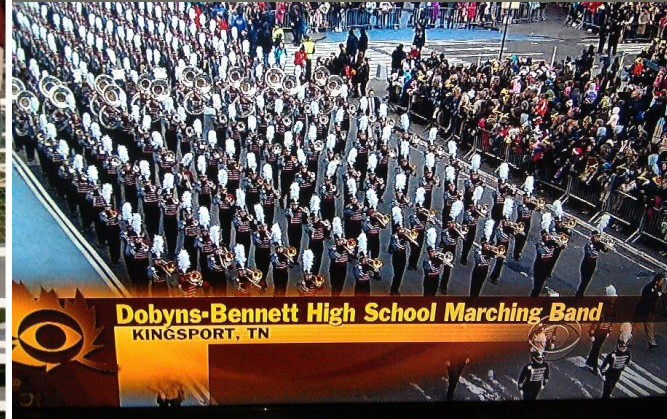
**Planned by  
Columbia University**



**D-B Cheerleaders Place 4th at National High School  
Cheerleading Championships**



**2011-12 Dobyns-Bennett Cheerleaders:** Front row (l-r) Tiffani Cline, Stephanie Tillson, Jacy Richardson, Mikaela Woods, Caroline Luethke; Middle row (l-r) Addie Hernandez, Logan Myers, Olivia Wallace, Tosha Banks' Back Row (l-r) Coach "D" Kerr, Whitney Steadman, Rae Neilson, Hailey Rice, Rachel Mosley, Morgan Cline, Coach Jessica Ross. Photo contributed to



**Dobyns-Bennett High School Marching Band**  
KINGSPORT, TN



[http://www.youtube.com/watch?v=YU\\_4nLsGcg](http://www.youtube.com/watch?v=YU_4nLsGcg)

[http://www.youtube.com/watch?v=ZIDjS\\_I8kZk](http://www.youtube.com/watch?v=ZIDjS_I8kZk)





## Best High Schools in Tennessee

We reviewed 21,776 U.S. public high schools; 83 Tennessee schools made our rankings.

[View Rankings](#)

- ▶ 127 Florida
- ▶ 96 Virginia
- ▶ 93 Alabama
- ▶ 83 Tennessee
- ▶ 77 Mississippi
- ▶ 77 Georgia
- ▶ 73 North Carolina
- ▶ 58 Kentucky
- ▶ 44 South Carolina
- ▶ 29 West Virginia

## Top Ranked TN Schools

To be eligible for a state ranking, a school must be awarded a national gold or silver medal.

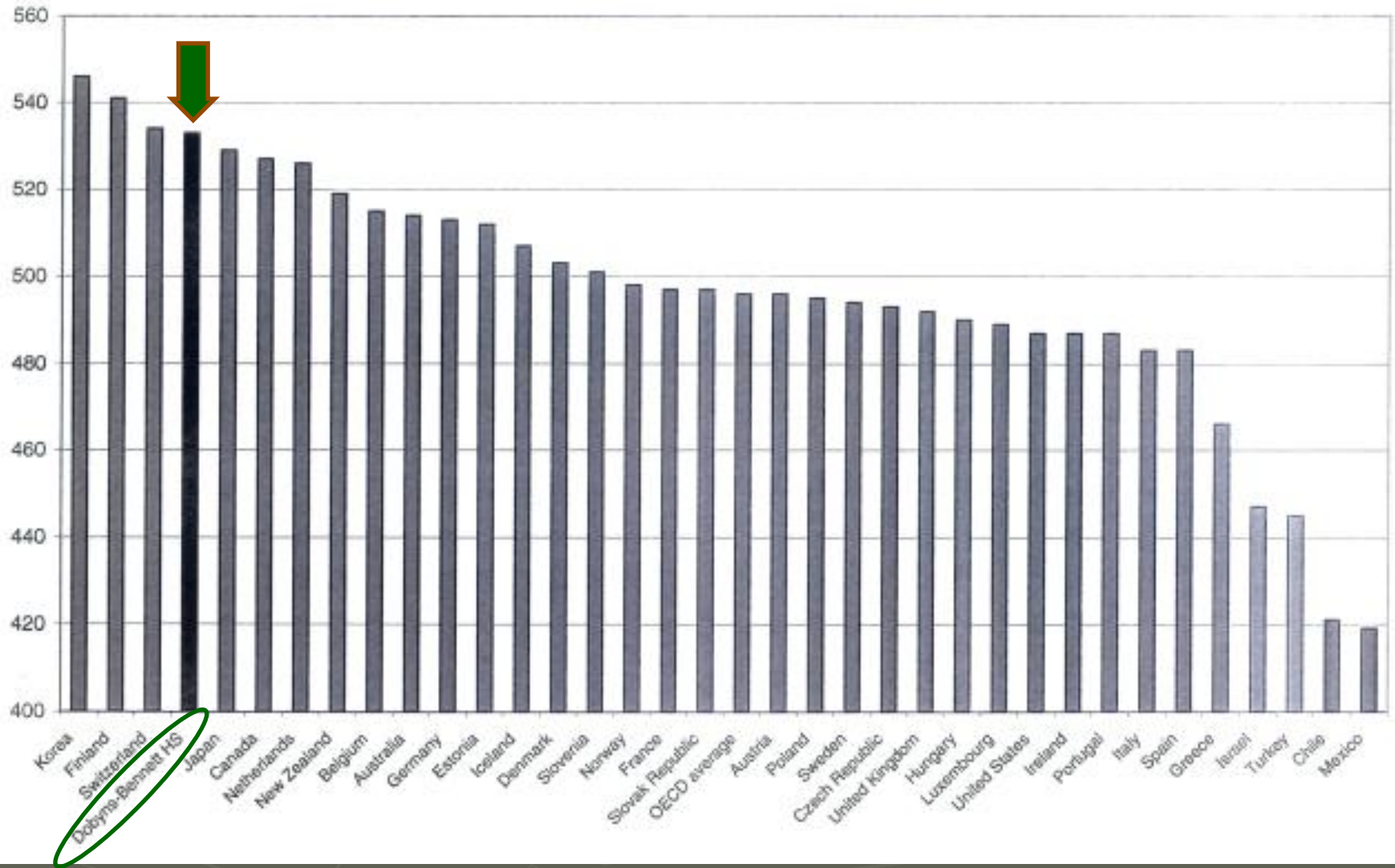
- #1 **Hume-Fogg Academic Magnet High School**  
700 BROADWAY, NASHVILLE, TN 37203
- #2 **Martin Luther King, Jr. Academic Magnet High School**  
613 17TH AVE NORTH, NASHVILLE, TN 37203
- #3 **Merrol Hyde Magnet School**  
128 TOWNSHIP DR, HENDERSONVILLE, TN 37075
- #4 **Brentwood High School**  
5304 MURRAY LN, BRENTWOOD, TN 37027
- #5 **Farragut High School**  
11237 KINGSTON PK, KNOXVILLE, TN 37922
- #6 **Oak Ridge High School**  
127 PROVIDENCE RD, OAK RIDGE, TN 37830
- #7 **Houston High School**  
9755 WOLF RIVER BLVD, GERMANTOWN, TN 38139
- #8 **Dobyns-Bennett High School**  
1800 LEGION DR, KINGSPORT, TN 37664
- #9 **Collierville High School**  
1101 NORTH BYHALIA RD, COLLIERVILLE, TN 38017
- #10 **University School**  
1 ALEXENDRA DR, JOHNSON CITY, TN 37614

# An International Comparison

- ▶ 15-year olds from Dobyns-Bennett
- ▶ A rigorous study compared PLAN  
(in ACT family) to PISA
- ▶ Several US high schools in the study
- ▶ Report released March 7, 2011

# Math

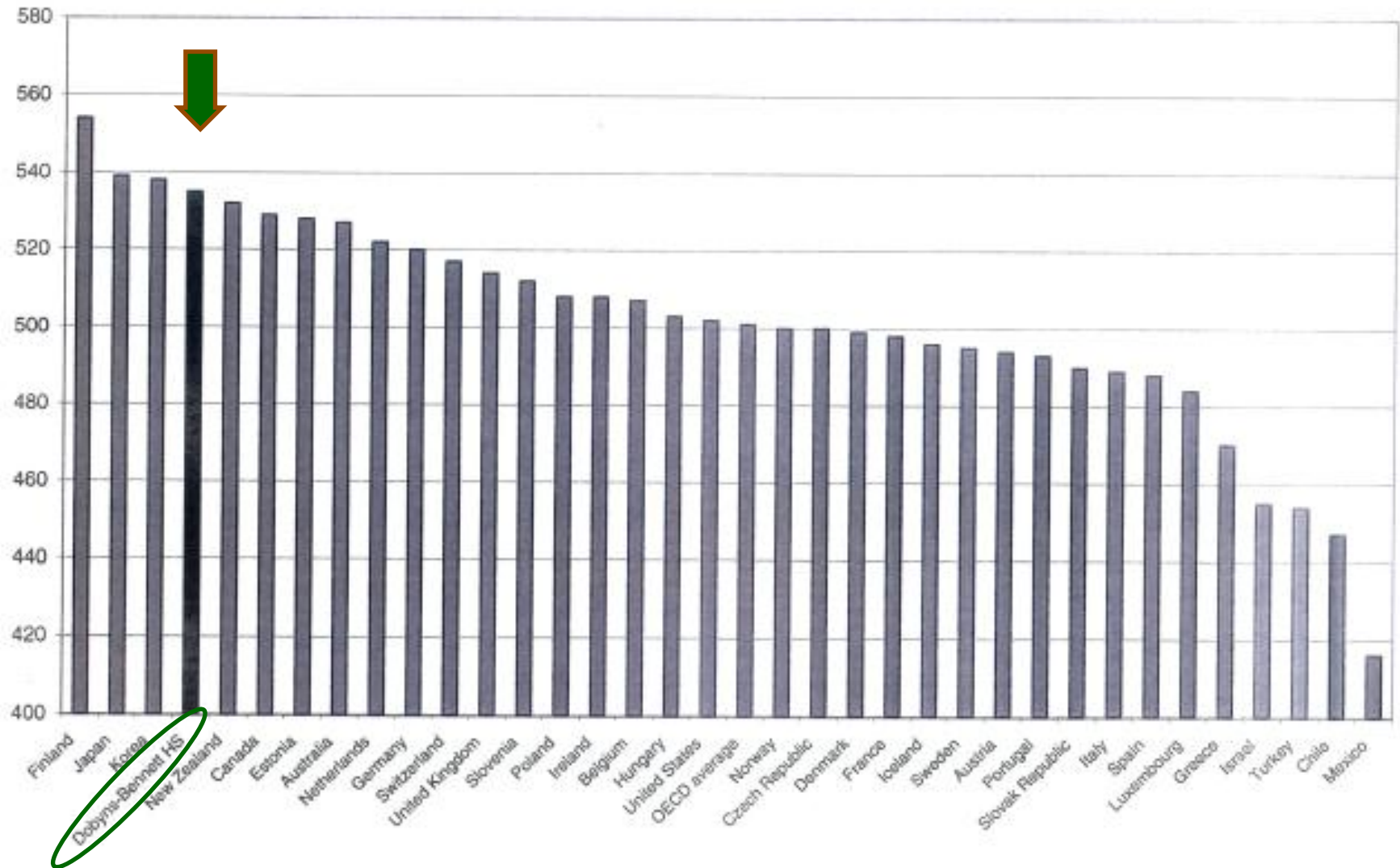
Figure 1e. Mathematics for Students Age 15-Comparison to OECD Countries





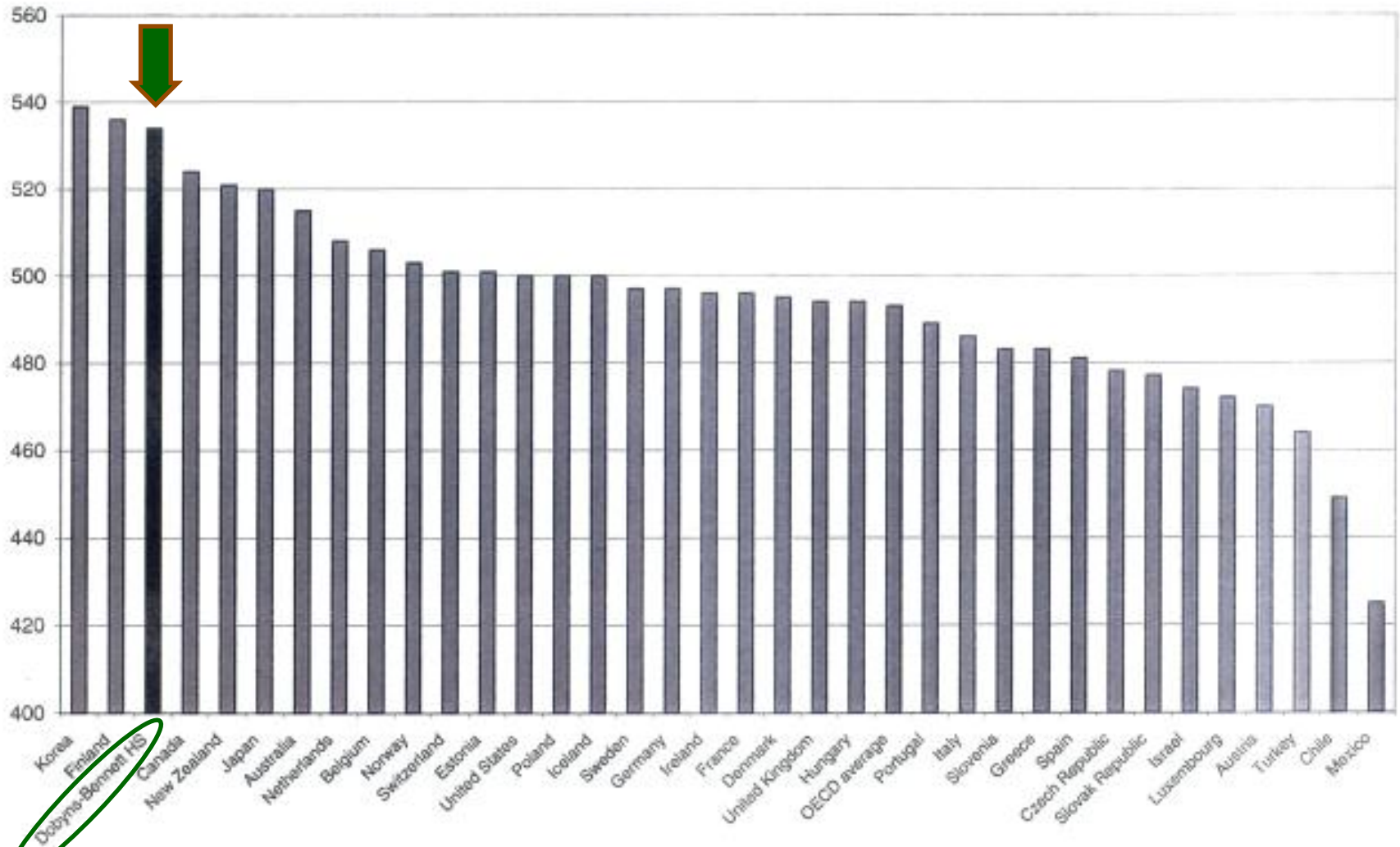
# Science

Figure 1f. Science for Students Age 15-Comparison to OECD Countries



# Reading

Figure 1d. Reading for Students Age 15-Comparison to OECD Countries



# Measuring the Results

Why do we measure?

Malcolm Baldrige Quality Award

Everything you measure doesn't count.  
Everything that counts, can't be measured.



# Sources of Measurement

## Pros and Cons

### ► Sources

- Local data
- State data
- Federal, Census
- Universities

### ► Pros

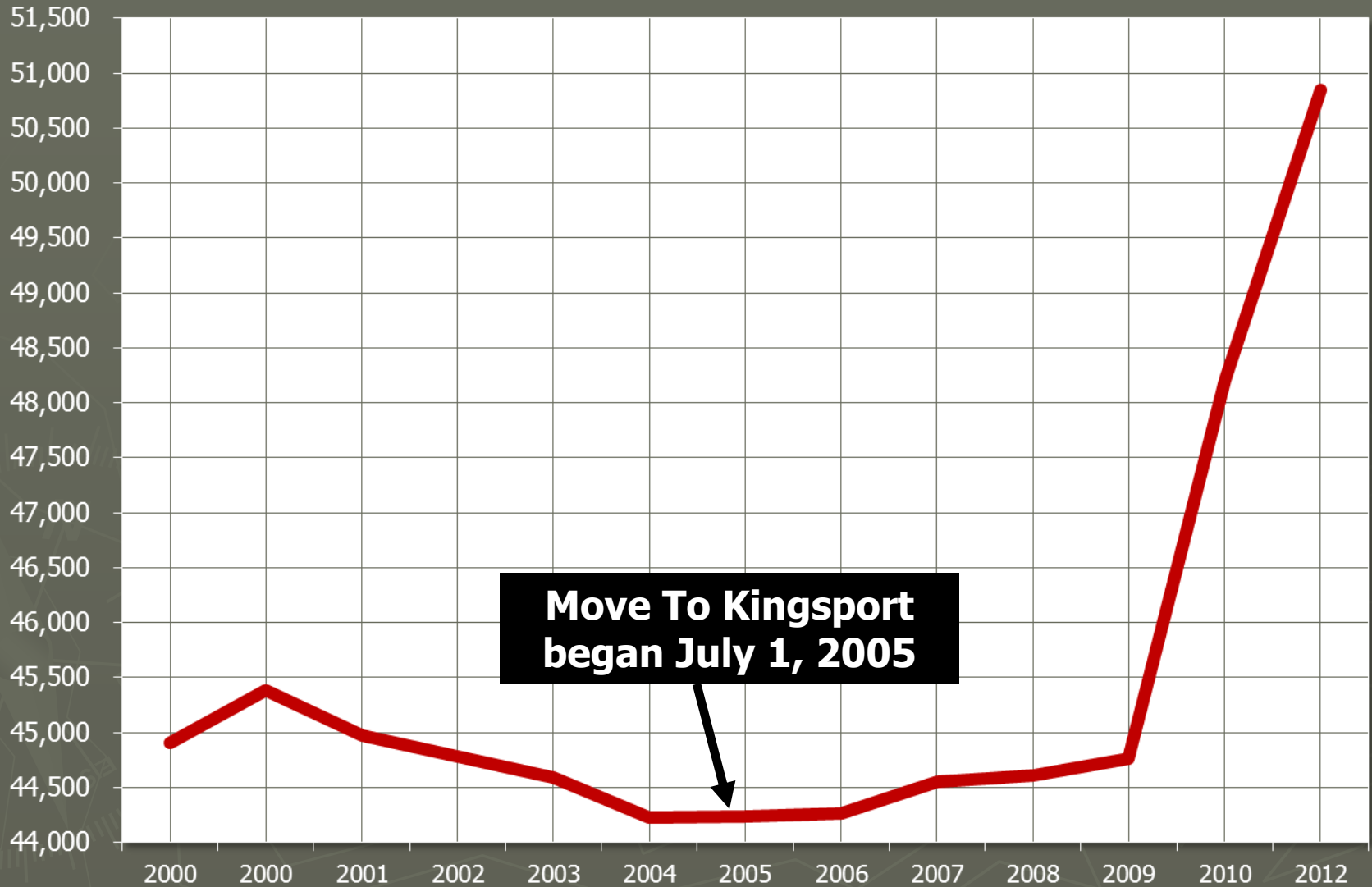
- Local control
- Utility records
- Retail sales
- Building permits
- Credible, trusted
- Credible, trusted
- Regional, national trends
- Scholarly analysis

### ► Cons

- May not have access
- Assumes meters
- No external comparables
- Usually only counties or larger cities
- Border counties
- Inconsistent geographies
- Varying time frames (quarterly, annual)
- Lag time

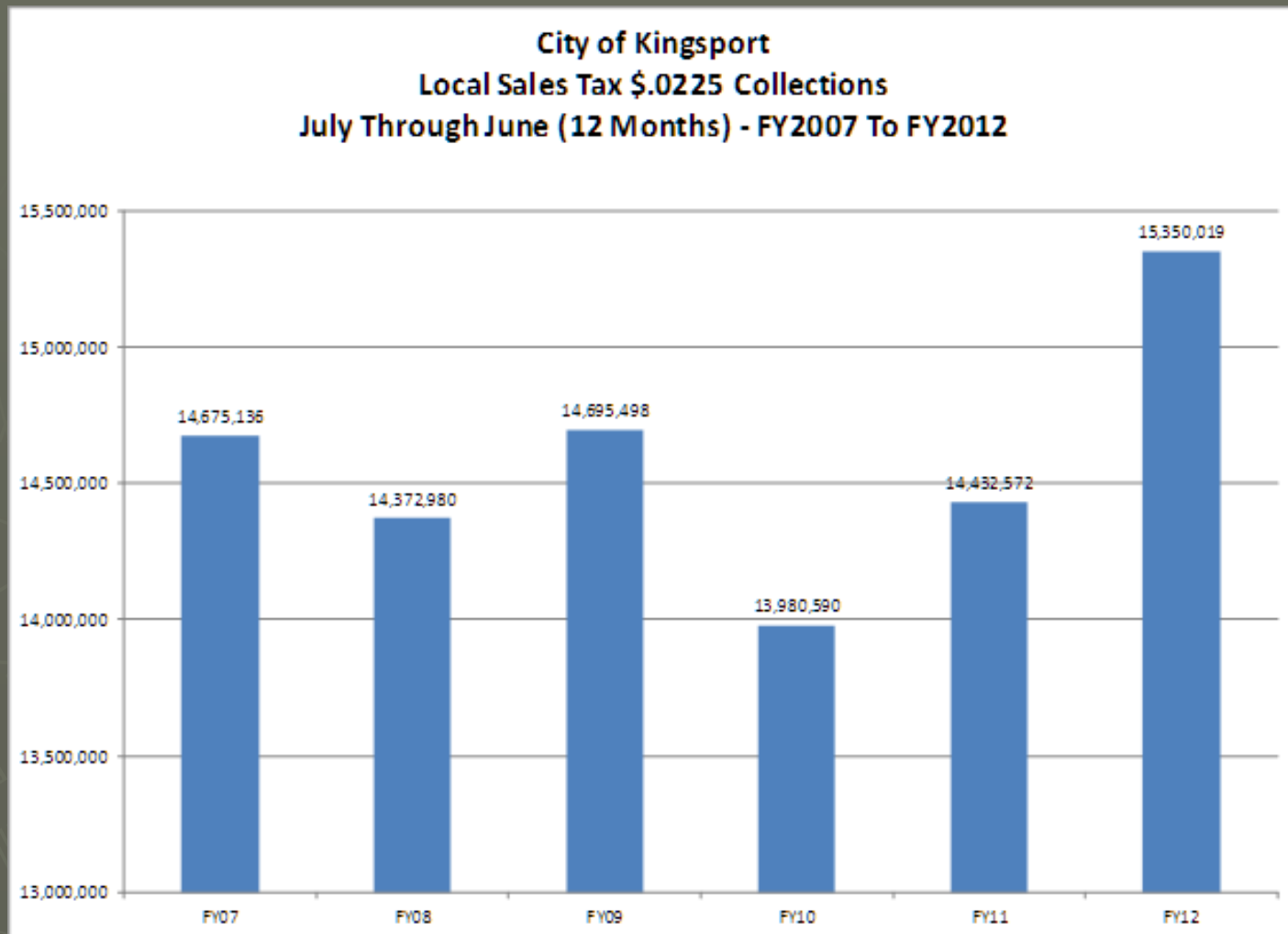
# City of Kingsport, Tennessee

## Incorporated Population



# Sales Tax Collections

## City of Kingsport





# Annual Economic Impact of Newcomers

## An example of Kingsport, Tennessee

- ▶ 472 *net* new residential water connections (July 1, 2005 – April 30, 2012)
- ▶ Census average = 2.3 persons per household
- ▶  $472 \times 2.3 = 1,086$  new residents (with City water/Sullivan County/Kingsport zip code)
- ▶ \$25,000 economic impact per year per person (UNC Wilmington, 2010)
- ▶  $\$25,000 \times 1,086 = \mathbf{\$27,140,000}$ 
  - Consuming services and creating demand for jobs in medical, pharmacy, finance, insurance, real estate, food, retail, etc.
  - Not a bad return on investment for \$55,000 annual budget for “Move To Kingsport” program

# Utility Records

Description	Fiscal Year 2007	Fiscal Year 2008	Fiscal Year 2009	Fiscal Year 2010	Fiscal Year 2011
RELOCATIONS OR TAPS	742	744	723	688	755
FIRST TIME TAP	60	90	48	25	29
RELOCATIONS TENNESSEE REGION (WITHIN 35 MILES - EXCLUDING KINGSFORT ZIP CODES)	126	116	135	138	162
RELOCATIONS TENNESSEE OUTSIDE REGION (MORE THAN 35 MILES)	24	30	31	26	23
RELOCATIONS WITHIN KINGSFORT ZIP CODES	416	398	387	400	409
RELOCATIONS VIRGINIA INSIDE REGION (WITHIN 35 MILES - EXCLUDING KINGSFORT ZIP CODES)	25	19	31	34	33
RELOCATIONS VIRGINIA OUTSIDE REGION (MORE THAN 35 MILES)	7	5	4	9	7
OTHER STATE BREAKDOWN	84	86	87	56	92
ALASKA	1	0	0	1	0
ALABAMA	0	1	1	0	2
ARKANSAS	0	0	2	0	0
ARIZONA	2	3	1	3	0
CALIFORNIA	3	5	2	2	1
COLORADO	1	1	1	0	1
CONNECTICUT	1	0	0	1	0
DISTRICT OF COLUMBIA	0	0	1	0	0
DELAWARE	2	0	0	0	1
FLORIDA	20	15	12	5	12
GEORGIA	2	5	8	4	5
HAWAII	1	0	0	0	1
IOWA	0	0	0	1	0
ILLINOIS	3	2	0	1	2
INDIANA	2	1	4	1	1
KANSAS	0	1	0	1	2

Home Insert Page Layout Formulas Data Review View

Clipboard Font Alignment Number Styles

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B I U

Wrap Text

Merge & Center

General

\$ % , .00 .00

Conditional Formatting as Table Cell Styles

	A	B	C	E	F	G	H	I	J	M	N	O	P
1	ALBNCD	CINAME	CISTAT	LMAD	ASANTX	ASCI CD	LMLCZP	UTAI D2	UTIORO	RYY	RMM	RDD	
2	IN	BOCA RATON	FL	391 LYNN AV #4	KINGSPORT	TN	37665	33428	I	9	8	3	
3	IN	HEATH	OH	645 PROFFITT LN	KINGSPORT	TN	37665	43056	O	9	8	3	
4	IN	COVENTRY	RI	1312 HAMPTON AV	KINGSPORT	TN	37660	02816	I	9	8	3	
5	IN	CLEVELAND	TN	582 LOVEDALE DR	KINGSPORT	TN	37660	37311	I	9	8	3	
6	IN	AUGUSTA	GA	1630 VANCE ST	KINGSPORT	TN	37664	30907	I	9	8	4	
7	IN	HILLIARD	OH	2304 INGLEWOOD DR	KINGSPORT	TN	37664	43026	I				
8	IN	NEWPORT	TN	4508 CEDARWOOD DR	KINGSPORT	TN	37664	37821	I				
9	IN	LENOIR	NC	1636 F ST	KINGSPORT	TN	37664	28645	I				
10	IN	GREER	SC	527 PITT RD	KINGSPORT	TN	37663	29651	O				
11	IN	CANANDAIGUA	NY	1163 DOROTHY ST	KINGSPORT	TN	37660	14424	I	9	8	11	
12	IN	CLEVELAND	TN	918 MALCOLM LN	KINGSPORT	TN	37660	37312	I	9	8	12	
13	IN	NEWPORT NEWS	VA	1041 RIVERSIDE AV	KINGSPORT	TN	37660	23602	I	9	8	12	
14	IN	VACAVILLE	CA	325 ROCK SPRINGS DR	KINGSPORT	TN	37660	95687	O	9	8	13	
15	IN	PINELLAS PARK	FL	2356 HIWASSEE DR	KINGSPORT	TN	37660	33781	I	9	8	13	
16	IN	MADISONVILLE	KY	1049 ALLANDALE CIR	KINGSPORT	TN	37660	42431	I	9	8	13	
17	IN	TABOR CITY	NC	1017 DALE ST APT A	KINGSPORT	TN	37660	28463	I	9	8	17	
18	INST	WARRIOR	AL	329 LEWIS LN	KINGSPORT	TN	37660	35180	I	9	8	17	
19	IN	NASHVILLE	TN	315	KINGSPORT	TN	37660	37211	I	9	8	18	
20	IN	WYTHEVILLE	VA	710	KINGSPORT	TN	37660	24382	I	9	8	18	
21	IN	JEFFERSON CITY	TN	1617	KINGSPORT	TN	37664	37760	I	9	8	19	
22	IN	MORRISTOWN	TN	1433	BLOUNTVILLE	TN	37617	37814	O	9	8	24	
23	IN	MIDWAY	TN	1932 GRANBY RD	KINGSPORT	TN	37665	37809	I	9	8	25	
24	IN	ABINGDON	MD	332 HIDDEN VALLEY RD	KINGSPORT	TN	37663	21009	O	9	8	27	
25	IN	CHARLOTTE	NC	1537 BRIGHTRIDGE DR	KINGSPORT	TN	37664	28270	I	9	8	28	
26	IN	RAEFORD	NC	1113 WATEREE ST	KINGSPORT	TN	37660	28376	I	9	8	28	
27	IN	COOKEVILLE	TN	908 COOKS VALLEY RD #14	KINGSPORT	TN	37664	38506	I	9	8	28	
28	IN	CHATTANOOGA	TN	1457 CAROLINA AV	KINGSPORT	TN	37664	3745	I	9	8	31	
29	IN	SPRING HILL	FL	530 JERSEY ST	KINGSPORT	TN	37660	34610	I	9	7	1	
30	IN	NEW YORK	NY	938 COOKS VALLEY RD #100	KINGSPORT	TN	37664	10002	I	9	7	1	
31	IN	LEXINGTON	SC	2205 SHEFFIELD ST	KINGSPORT	TN	37660	29072	I	9	7	1	

**"New zip"**  
**"New city"**

**"Old zip"**  
**"Old city"**



Microsoft Excel ribbon showing the following tabs and options:

- Clipboard:** Paste, Cut, Copy, Format Painter
- Font:** Calibri, 8, Bold (B), Italic (I), Underline (U), Text Color, Background Color
- Alignment:** Wrap Text, Merge & Center
- Number:** General, Currency (\$), Percentage (%), Decimals (0.00)
- Styles:** Conditional Formatting, Format as Table, Cell Styles

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1	CINAME	CISTAT	INSTALL	CUTOUT	DIFF									
2	GATE CITY	VA	131	89	42									
3	BRISTOL	TN	141	100	41									
4	CHURCH HILL	TN	320	280	40									
5	ELIZABETHTON	TN	52	23	29									
6	ROGERSVILLE	TN	70	51	19									
7	BLUFF CITY	TN	36	23	13									
8	MORRISTOWN	TN	25	14	11									
9	PINEY FLATS	TN	48	37	11									
10	WISE	VA	21	10	11									
11	BIG STONE GAP	VA	23	13	10									
12	CLARKSVILLE	TN	10	2	8									
13	JACKSONVILLE	FL	11	3	8									
14	MADISON	NJ	8	0	8									
15	UNICOI	TN	9	1	8									
16	DELAND	FL	7	0	7									
17	CHARLESTON	SC	5	0	5									
18	CHESAPEAKE	VA	6	1	5									
19	CLEVELAND	TN	7	2	5									
20	FREDERICK	MD	5	0	5									
21	SYKESVILLE	MD	5	0	5									
22	APPALACHIA	VA	5	1	4									
23	CAMBY	IN	4	0	4									
24	CHATTANOOGA	TN	34	30	4									
25	CLINTWOOD	VA	5	1	4									
26	COOKEVILLE	TN	7	3	4									
27	DRYDEN	VA	7	3	4									
28	GRAYLING	MI	4	0	4									
29	HOUSTON	TX	5	1	4									
30	JACKSBORO	TN	4	0	4									
31	KISSIMMEE	FL	4	0	4									
32	KODAK	TN	6	2	4									
33	LEBANON	VA	5	1	4									
34	NEWPORT NEWS	VA	4	0	4									
35	NORTON	VA	9	5	4									
36	PIKEVILLE	KY	4	0	4									

Net difference by zip/city

Net difference = "Install" minus "Cutout"

## U.S. Census Bureau

## Population Estimates

[Estimates Main](#) [Overview](#) [Estimates Data](#) [Estimates Topics](#) [Geographic Topics](#) [Analysis](#) [Archives](#)

## County Population Estimates

Cumulative Estimates of the Components of Resident Population Change for Counties: April 1, 2000 to July 1, 2008

<b>Alabama</b> <a href="#">Excel</a> (24k)   <a href="#">CSV</a> (6k)	<b>Alaska</b> <a href="#">Excel</a> (20k)   <a href="#">CSV</a> (4k)	<b>Arizona</b> <a href="#">Excel</a> (18k)   <a href="#">CSV</a> (3k)
<b>Arkansas</b> <a href="#">Excel</a> (25k)   <a href="#">CSV</a> (7k)	<b>California</b> <a href="#">Excel</a> (23k)   <a href="#">CSV</a> (6k)	<b>Colorado</b> <a href="#">Excel</a> (24k)   <a href="#">CSV</a> (6k)
<b>Connecticut</b> <a href="#">Excel</a> (17k)   <a href="#">CSV</a> (3k)	<b>Delaware</b> <a href="#">Excel</a> (17k)   <a href="#">CSV</a> (2k)	<b>District of Columbia</b> <a href="#">Excel</a> (17k)   <a href="#">CSV</a> (2k)
<b>Florida</b> <a href="#">Excel</a> (24k)   <a href="#">CSV</a> (7k)	<b>Georgia</b> <a href="#">Excel</a> (34k)   <a href="#">CSV</a> (11k)	<b>Hawaii</b> <a href="#">Excel</a> (17k)   <a href="#">CSV</a> (2k)
<b>Idaho</b> <a href="#">Excel</a> (21k)   <a href="#">CSV</a> (5k)	<b>Illinois</b> <a href="#">Excel</a> (28k)   <a href="#">CSV</a> (8k)	<b>Indiana</b> <a href="#">Excel</a> (27k)   <a href="#">CSV</a> (8k)
<b>Iowa</b> <a href="#">Excel</a> (27k)   <a href="#">CSV</a> (8k)	<b>Kansas</b> <a href="#">Excel</a> (28k)   <a href="#">CSV</a> (8k)	<b>Kentucky</b> <a href="#">Excel</a> (30k)   <a href="#">CSV</a> (9k)

# TN Counties by Natural Increase (Deaths vs Births)

Table 4. Cumulative Estimates of the Components of Resident Population Change for Counties of Tennessee: April 1, 2000 to July 1, 2009							
Geographic Area	Total Population Change <sup>1</sup>	Natural Increase	Vital Events		Net Migration		
			Births	Deaths	Total	International <sup>2</sup>	Domestic
Stewart County	970	-33	1,329	1,362	1,066	-28	1,094
Claiborne County	1,321	-36	3,288	3,324	1,532	74	1,458
Perry County	195	-39	854	893	266	27	239
Polk County	-408	-54	1,781	1,835	-266	29	-295
Houston County	70	-61	934	995	182	108	74
Overton County	938	-71	2,277	2,348	1,143	-3	1,146
Hancock County	-192	-85	724	809	-68	6	-74
Giles County	-365	-88	3,120	3,208	-99	51	-150
Clay County	-77	-101	818	919	71	137	-66
Weakley County	-1,436	-107	3,313	3,420	-1,136	448	-1,584
Pickett County	-162	-114	489	603	-26	6	-32
Wayne County	-336	-127	1,529	1,656	-113	64	-177
Fentress County	1,052	-151	1,888	2,039	1,293	52	1,241
Lake County	-651	-216	667	883	-387	13	-400
<b>Greene County</b>	<b>3,373</b>	<b>-256</b>	6,750	7,006	<b>4,024</b>	583	3,441
Decatur County	-206	-309	1,201	1,510	174	183	-9
Jackson County	-109	-340	981	1,321	292	38	254
Johnson County	507	-369	1,545	1,914	958	16	942
<b>Hardin County</b>	<b>680</b>	<b>-437</b>	3,052	3,052	<b>1,286</b>	100	1,186
Carter County	2,303	-452	5,568	6,020	3,013	284	2,729
Benton County	-512	-573	1,540	2,113	166	31	135
<b>Cumberland County</b>	<b>7,308</b>	<b>-579</b>	4,877	5,456	<b>8,136</b>	90	8,046
Gibson County	1,319	-620	5,772	6,392	2,235	210	2,025
<b>Henry County</b>	<b>773</b>	<b>-652</b>	3,410	4,062	<b>1,610</b>	118	1,492
<b>Roane County</b>	<b>1,597</b>	<b>-653</b>	5,072	5,725	<b>2,569</b>	194	2,375
Unicoi County	71	-658	1,674	2,332	834	-2	836
Carroll County	-969	-677	3,266	3,943	-120	41	-161
<b>Sullivan County</b>	<b>1,502</b>	<b>-1,208</b>	15,398	16,606	<b>3,706</b>	893	2,813



# TN Counties by Total Increase (including in-migration)

Table 4. Cumulative Estimates of the Components of Resident Population Change for Counties of Tennessee: April 1, 2000 to July 1, 2009							
Geographic Area	Total Population Change <sup>1</sup>	Natural Increase	Vital Events		Net Migration		
			Births	Deaths	Total	International <sup>2</sup>	Domestic
21 Jefferson County	7,428	734	5,159	4,425	6,903	523	6,380
22 Cumberland County	7,308	-579	4,877	5,456	8,136	90	8,046
23 Monroe County	6,865	1,042	5,022	3,980	5,992	348	5,644
24 Madison County	5,480	4,448	12,639	8,191	1,590	1,420	170
25 Dickson County	5,074	2,136	6,132	3,996	3,166	123	3,043
26 Hamblen County	4,905	2,045	7,944	5,899	3,255	3,095	160
27 Coffee County	4,507	1,217	6,408	5,191	3,587	522	3,065
28 Hawkins County	4,221	572	5,906	5,334	3,969	179	3,790
29 Cheatham County	3,964	1,856	4,516	2,660	2,338	130	2,208
30 McMinn County	3,729	497	5,662	5,165	3,508	429	3,079
31 Anderson County	3,523	151	7,832	7,681	3,845	788	3,057
32 Marshall County	3,505	1,018	3,552	2,534	2,651	482	2,169
33 Greene County	3,373	-256	6,750	7,006	4,024	583	3,441
34 Rhea County	3,113	718	3,782	3,064	2,543	256	2,287
35 Sequatchie County	2,538	413	1,506	1,093	2,173	93	2,080
36 Cocke County	2,479	16	3,894	3,878	2,624	74	2,550
37 White County	2,334	76	2,834	2,758	2,398	77	2,321
38 Carter County	2,303	-452	5,568	6,020	3,013	284	2,729
39 Warren County	2,205	1,086	5,043	3,957	1,358	1,287	71
40 Grainger County	2,198	328	2,450	2,122	1,965	181	1,784
41 Franklin County	2,038	228	4,127	3,899	2,053	228	1,825
42 Lincoln County	2,034	326	3,815	3,489	1,904	149	1,755
43 Macon County	1,671	467	2,583	2,116	1,323	347	976
44 Roane County	1,597	-653	5,072	5,725	2,569	194	2,375
45 DeKalb County	1,533	322	2,235	1,913	1,315	454	861
46 Henderson County	1,515	510	3,368	2,858	1,161	-1	1,162
47 Hickman County	1,510	429	2,585	2,156	1,224	4	1,220
48 Sullivan County	1,502	-1,208	15,398	16,606	3,706	893	2,813

# Retire Tennessee Communities

[www.retiretennessee.org](http://www.retiretennessee.org)

[Ramay.W.Winchester@TN.gov](mailto:Ramay.W.Winchester@TN.gov)

Sorted by Change in 65+ Population	Median Age			65 Years and Over			Resided in Different State in 1995 (Total Population)		Resided in Different State 1 Year Ago* (Total Population)		Median Household Income		
County	2000	2010	Change	2000	2010	Change	2000	% of Population	2010	% of Population	2000	2010	Change
Loudon	41.0	45.1	10.0%	6,338	9,575	51.1%	3,678	9.4%	1,305	2.8%	\$ 40,401	\$ 49,343	22.1%
Cumberland	42.5	47.4	11.5%	9,615	13,620	41.7%	6,571	14.0%	863	1.5%	\$ 30,901	\$ 36,813	19.1%
Jefferson	36.5	39.7	8.8%	5,703	7,742	35.8%	4,337	9.8%	1,494	2.9%	\$ 32,824	\$ 38,239	16.5%
Robertson	35.4	37.0	4.5%	5,887	7,422	26.1%	3,437	6.3%	1,417	2.1%	\$ 43,174	\$ 50,820	17.7%
Putnam	34.4	35.7	3.8%	8,236	9,968	21.0%	6,270	10.1%	1,955	2.7%	\$ 30,914	\$ 35,185	13.8%
Mauzy	36.3	37.9	4.4%	8,366	9,931	18.7%	6,360	9.2%	2,253	2.9%	\$ 41,591	\$ 46,278	11.3%
<b>TENNESSEE</b>	<b>35.9</b>	<b>37.6</b>	<b>4.7%</b>	<b>703,311</b>	<b>814,750</b>	<b>15.8%</b>	<b>567,966</b>	<b>10.0%</b>	<b>179,523</b>	<b>2.9%</b>	<b>\$ 36,360</b>	<b>\$ 43,314</b>	<b>19.1%</b>
Roane	40.7	44.2	8.6%	8,351	9,637	15.4%	3,656	7.0%	1,039	1.9%	\$ 33,226	\$ 42,698	28.5%
Sullivan	40.1	42.9	7.0%	24,326	27,852	14.5%	13,363	8.7%	4,552	2.9%	\$ 33,529	\$ 39,957	19.2%
Hardin	39.8	42.5	6.8%	4,112	4,626	12.5%	1,868	7.3%	519	2.0%	\$ 27,819	\$ 30,732	10.5%
Hamilton	37.4	39.1	4.5%	42,609	47,457	11.4%	32,938	10.7%	12,127	3.7%	\$ 38,930	\$ 45,408	16.6%
Warren	36.6	39.3	7.4%	5,319	5,812	9.3%	1,955	5.1%	470	1.2%	\$ 30,920	\$ 34,946	13.0%
Henry	40.9	43.4	6.1%	5,649	6,079	7.6%	3,610	11.6%	779	2.4%	\$ 30,169	\$ 36,836	22.1%



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Enter ZIP Code:

Search

\*Find Info on any U.S. ZIP Code

### Find ZIP of Address

Address(U.S.):

Town/City:

State:

Search

\*Find the ZIP Code, county,



## ZIP Code Radius Finder and Search

Please enter a ZIP Code.

### Search Parameters

Find all ZIP Codes within 0 Miles And 5 Miles of ZIP Code:

Search



## FY2011 Year-to-Date Relocation Report July-October 2010

[www.MoveToKingsport.com](http://www.MoveToKingsport.com)

**SAMPLE  
MONTHLY  
REPORT**

During the 4 month period (July-October 2010), there were 525 new families in Kingsport (and 582 existing Kingsport area residents moved to a new location within the Kingsport area.)

The net difference is +444 families (July 2006-October 2010)

Of these 525 new families:

- 40 were new construction
- 485 moved into existing structures
- 261 relocated from elsewhere in Northeast Tennessee (< 35 miles, excluding Kingsport zips)
- 37 relocated from elsewhere in Tennessee (> 35 miles)
- 48 relocated from Southwest Virginia (<35 miles of Kingsport)
- 10 relocated from elsewhere in Virginia (>35 miles)
- 68% chose to live inside the city limits of Kingsport
- 72.5% of new construction was inside city limits of Kingsport

**EXAMPLE OF 35 MI**



Comparing this Fiscal Year-to-Date (July-October 2010) with the average Fiscal Years-to-Date 2007-2010:

- New residential construction is down -65.8%
- Out-of-state relocations to Kingsport are up 8.6%

During the 4 month period (July-October 2010), 187 families moved from out-of-state (36 states):

Home Counts

Maps

Community  
Awards &  
Recognitions

Building  
Department

Business &  
Industrial Parks,  
Incentives,  
Economic  
Development

Higher  
Education  
Initiative

Historic Zoning  
District Surveys

Planning

Presentations

Reports

Retail  
Development

Small Business

Community  
Development

Custom Reports

Livable



[Building Permits - May 2012](#) updated June 1, 2012

[New Businesses - May 2012](#) updated June 1, 2012

[New Businesses Past 12 Months - May 2012](#) June 1, 2012

[Retail Sales YTD](#) updated June 1, 2012

[Economic Indicators](#) released May 24, 2012

[Employment Profile 1990-2012](#) released May 24, 2012

[Move To Kingsport Year-To-Date Relocation Report](#) updated May 1, 2012

[Metros Moving to Kingsport \(July 2006 to date\)](#) updated May 1, 2012

[4Q2011 Total Taxes Collected Per State](#) released March 2012

[House Price Appreciation 1Q2011](#) +0.49% 5 years

[Cost of Living Calculator](#) see for yourself!

[Cost of Living - Kingsport one of most affordable in nation](#)

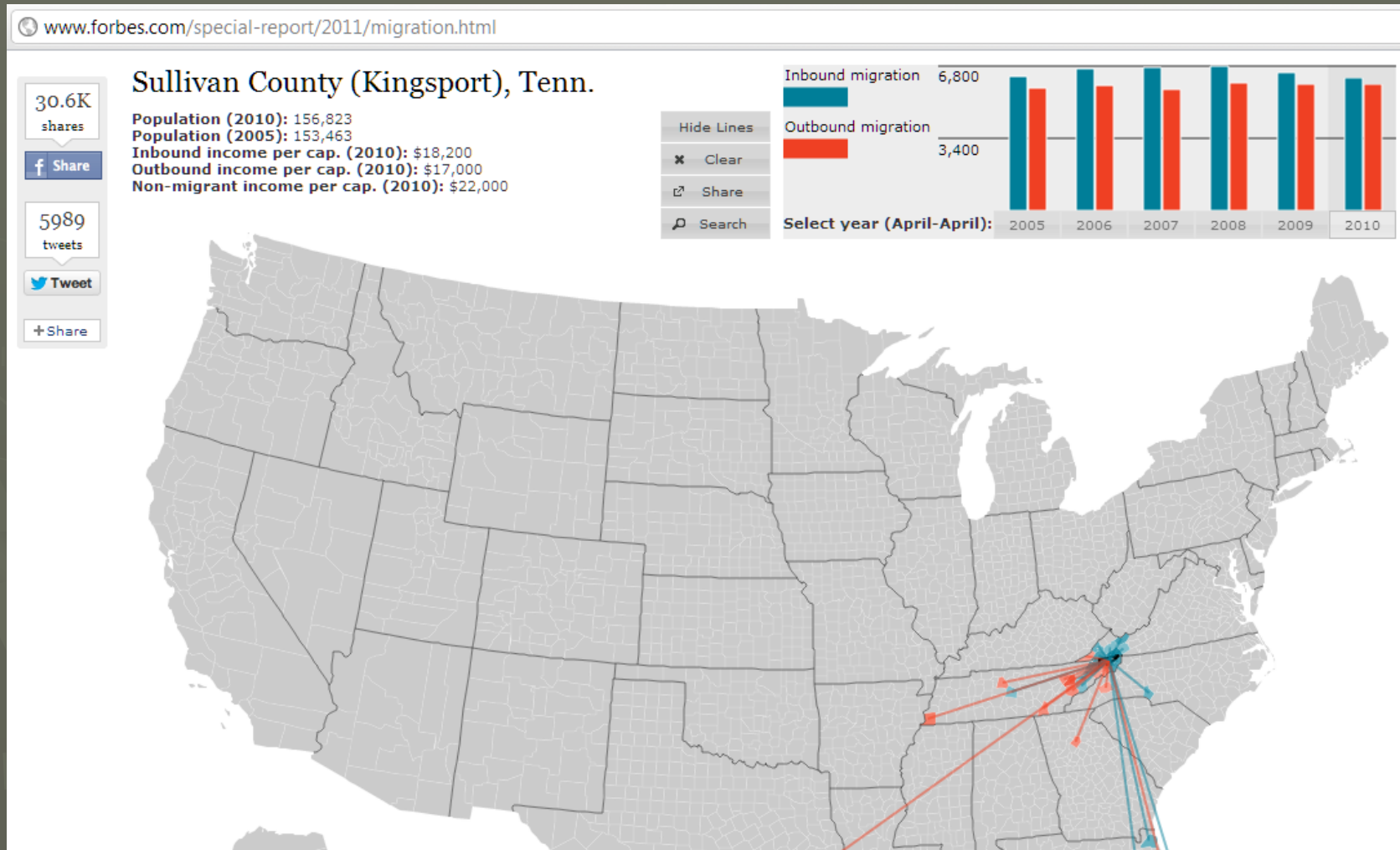
[Complete Demographic Report](#)

[Complete Housing Report](#)

# Free data (in this case, interactive!): Fortune Magazine (2005-2011) Where Americans Are Moving

<http://www.forbes.com/2010/06/04/migration-moving-wealthy-interactive-counties-map.html>


<http://www.forbes.com/special-report/2011/migration.html>





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www.the-aarc.org/index.php?option=com\_content&view=category&layout=blog&id=25&Itemid=69



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- RPI Media

## Conference

### LIVABILITY IS AGELESS – INVESTING IN COMMUNITIES & AMENITIES FOR ALL AGES

**Retirees Are On The Move Again - Are They Coming Your Way?**  
**2012 Annual Conference**  
**October 24th - 26th**  
**Kingsport, TN**

*After a few years of trepidation, fear, and slow sales, a more stable economy - and the sheer number of retirement-aged Baby Boomers – is driving the recovery in real estate purchases by retirees. Established communities are seeing strong growth -in some, sales have more than doubled from just 2 or 3 years ago.*



► Annual Conferences

2012 Kingsport, TN

2011 Biloxi, MS

2010 Wilmington, NC

2009 Chattanooga, TN

2008 Savannah, GA



**MeadowView Marriott Conference  
Resort & Convention Center  
Kingsport, Tennessee**





**Assistant City Manager for Development**  
**[JeffFleming@KingsportTN.gov](mailto:JeffFleming@KingsportTN.gov)**

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